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August 22, 1966

$2.3 million U.S. sales at Mexico exhibition

International Trade Winds

Company News

RACING EQUIPMENT—Slot-car racing equipment, courses and cars, will be manufactured and sold overseas by American Machine & Foundry Co.'s International Group under license from Model Car Raceways of Beverly Hills, Calif. Components for the raceways including electrical equipment and model cars will be made in AMF International's plants in England, Italy, Mexico and Australia. AMF will market raceway installations in all countries outside the U.S. and Canada.

CHEMICALS—Electroplating Engineers S.A., an associate of Sel-Rex Corp., Nutley, N.J., has acquired the assets of the Swiss chemical company, Prochimie, S.A. distributor for Sel-Rex plating processes and metal finishing equipment.

TOOLS—Latrobe Steel Co., Latrobe, Pa., concludes a long-term licensing agreement with Bergische Stahl-Industrie, K.G. of Remscheid, Germany. Latrobe will supply know-how to Bergische to assist in the manufacture of precision cast tools and dies for German industry.

EQUIPMENT—Dravo Corp. Pittsburgh, Pa., has granted an exclusive 10-year license to manufacture and sell rope trolley-type bulk materials unloaders built to its design in Japan to Kawasaki Electric & Machine Co., Ltd., of Kobe, Japan. The agreement also gives the Japanese firm non-exclusive rights to market the unloaders in other parts of Asia. Under the agreement, Dravo will provide the Japanese firm with design, technical and engineering information and technical assistance.

TELEVISION TRANSMISSION—A contract to construct the first microwave communication system for transmission of television signals between Europe and Africa has been received by General Telephone & Electronics International, Inc. The system, to become operational later this year, is 240 miles long and includes a 120-mile hop across the Mediterranean.

Newsletter

"The American is extremely affable, open, and contrary to the image we often have, he is more interested in persons than in things." So says the French Government to its businessmen in a guidebook "How to Export to North America." Its basic advice--good anywhere --is to do thorough market research before tackling the U.S. customers.

More than 1,000,000 overseas visitors came to the U.S. last year. Double the 1961 total. Business travel was a strong element in increase.

The Frankfurt U.S. Trade Center's Nov. 2-9 Oceanographic Equipment Exhibition will have Jacques-Yves Cousteau as a featured speaker at a symposium tied with it. News releases went to 165 publications in Belgium alone. It is all part of an intensive pre-show promotion that also includes pinpointed efforts at selected buyers.

Worth-looking-into department: Automotive maintenance and hotel-motel equipment manufacturers will find increasing sales opportunities in Israel. U.S. exhibitors at the 1966 Tel Aviv International Trade Fair were impressed by the many indications that these two fields are hungry for U.S. products. Despite keen European competition, the Israelis like U.S. products, U.S. delivery, U.S. service and above all, the U.S. itself.

Display and conference facilities are not all that we offer U.S. firms at six U.S. Trade Centers in Europe and Asia. There is an intangible item that ought not be overlooked: the market research experience built up by the Centers' staff members! Stop in at any of them and discuss local business conditions and opportunities.

Marketing data of interest to specialized audiences is being processed through new high-speed publishing facilities at Commerce's Clearinghouse of Federal Scientific and Technical Information. Response to one of the first items put on sale--the International Customs Journals--indicates that target audience estimates must be revised--upward.

Miss the Checklist (July 11 INTERNATIONAL COMMERCE) of more than 2,500 publications in the world trade field? Its now in reprint form. Free on request, from Commerce Department in Washington or any Commerce Field Office.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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The cover

The U.S. Ambassador to Mexico Fulton Freeman joins buyers and company representatives looking at American industrial equipment in the Brown & Sharpe booth at the U.S. solo exhibition in Mexico City. The 108 U.S. manufacturers and 8 combination export manager firms in the show were unanimously pleased with the results and the prospects for future sales. The show was the largest ever staged by the Commerce Department.

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FENWAY
MACHINE COMPANY, INC.

EVEN OPTIMISTS WERE SURPRISED

Show amazes U.S. firms

Mexico City exhibit gets 'fantastic' reception; on-the-spot sales topped $2.3 million

By CHARLES T. REYNER

Deputy Director,
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MEXICO CITY—The U.S. Industrial Equipment Exhibition, biggest of the more than 175 overseas commercial exhibits the Department of Commerce has mounted in the last five years, closed here August 13 with a record to match its size.

It was the most successful showing of industrial equipment the Department's Bureau of International Commerce has ever mounted, it received wider business acceptance than any previous U.S. exposition in Latin America, and it scored the highest on-site sales total in the exhibit program's history. A total of 116 U.S. firms—108 manufacturers and 8 combination export managers were represented in the display of metalworking machine tools, scientific and industrial instrumentation and packaging machinery.

From the time when Commerce Secretary John T. Connor and Mexican Secretary of Industry and Commerce Octaviano Campos Salas cut the ceremonial ribbon to open the $1 million display, a steady stream of Latin American business and industrial leaders crowded around the booths to watch equipment in operation, to ask searching questions, and to buy.

The average daily registration of 1,500 was 50% higher than the U.S. exhibition staff's most optimistic advance estimates.

Visitors thronged the more than 1500 feet of aisles throughout the 13 days and the last didn't leave the exhibition hall until the lights were turned out at 9:05 Saturday night.

Sales and agency/distributorship agreements were reported within hours of the opening of the exhibit and mounted steadily. Exhibitors sold their displayed equipment—in some cases, several times over and telephoned repeat orders to their factories—and sold from their catalogues.

Till the final gun

Interest in the equipment was so high that sales continued up to the closing hour and one sale was made Sunday, after closing, amid the clutter and clatter of workmen dismantling the exhibit. Still another sale was made on Monday.

Total sales actually concluded during the exhibition amounted to more than $2.3 million and a substantial amount of additional business was known to be pending.

Of the 23 firms that came here to find representation in the market, 16 appointed a total of 25 agents. Five others were still negotiating with prospective agents when the exhibition closed. The remaining two firms decided the market's potential justified the establishment of subsidiaries instead of agents.

In the opinion of participants in all three areas of the show, the U.S. exhibition accomplished far more than its statistics indicated by the impact it has had and will continue to have on Mexican-American trade.

For engineers, business and industrial leaders here, the event has provided opportunities to examine carefully the largest collection of advanced industrial equipment ever assembled in Latin America.

For participants, the exhibition has been a dramatic revelation of the dimensions of a market many now admit they had failed until this month to properly evaluate or appreciate.

A third and even more intangible benefit has been what can only be called the psychological impact. The display in Mexico City of so broad an array of the most advanced machinery and equipment available to any nation—and the presence here of senior officers of the firms that make it—are interpreted by many leaders here as clear proof that both the United States Government and business community now fully appreciate the Repub-

← AT LEFT, Secretary Connor looks on as Fenway Machine Co.'s Pres. Joseph Yermish signs an agency agreement with his new Mexican representatives, Senors Witemberg (at left) and Burakoff (beside Secretary Connor). Some of the firm's metal cutting tools, called nibblers, are on the table.

THEY WERE WAITING IN LINE when the doors opened each day. Inside was the biggest commercial show ever staged abroad by the United States.

ONCE INSIDE, visiting Mexicans had their pick of exhibits sponsored by 116 U.S. companies.

These firms were there

Metalworking machine tool manufacturers whose products were shown in the U.S. Industrial Equipment Exhibition, August 1-13, inclusive: American Steele Line Co., Grand Rapids, Mich., represented by Pearl Equipment Co., Nashville; Aro Corp., Bryan, Ohio; E. W. Bliss Co., Canton, Ohio; Brown and Sharpe Manufacturing Co., North Kingston, R.I.; Burgmaster Corp., Gardena, Calif.; Clearfield Machine Co., Clearfield, Penn., represented by F. Richard International Co., Canfield, Ohio; Dake Corp., Grand Haven, Mich.; Di-Acro, Lake City, Minn.; represented by Merit Export Corp., also of Lake City, Minn.; DoAll Co., Des Plaines, Ill.; DuMont Corp., Greenfield, Mass.; Dumore Co., Racine, Wisc.; Everett Industries, Inc., Warren, Ohio, represented by Merit Export Corp.; Fenway Machine Co., Inc., Philadelphia; Giddings and Lewis Machine Tool Co., Fond du Lac, Wisc.; Hardinge Brothers, Inc., Elmira, N.Y.; Harig Products, Inc., Elgin, Ill., represented by F. Richard International Co.

Jiffy Tool Supply Co., Inc., Royal Oak, Mich.; Keller Division of Sales Service Manufacturing Co., St. Paul, represented by Merit Export Corp.; Landis Tool Co., Waynesboro, Penn.; Lennox Tool and Machine Builders, Lima, Ohio, represented by Merit Export Corp.; National Acme Co., Cleveland; National Swage Tool and Die Corp., Jacksonville, Arkansas; Norton International, Inc., Worcester, Mass.; Paxton Machine Co., Salem, Ohio, represented by Pearl Equipment Co., Inc.; Powermatic, Inc., McMinnville, Tenn., represented by Merit Export Corp.; Pratt and Whitney, Inc., West Hartford, Conn.; Procunier Safety Chuck Co., Chicago; Robotronic Products, Phoenix, Arizona; San Mar Tool and Equipment Co., Inc., New York, N.Y.; Service Machine Co., Chicago, represented by Pearl Equipment Co., Inc.; South Bend Lathe, South Bend, Ind.; Sunnen Products Co., St. Louis; Superior Hone Corp., Erwin, Tenn.; H. P. Townsend Mfg. Co., West Hartford, Conn.; Taft-Pierce Manufacturing Co., Woonsocket, R.I.; True-Trace Corp., El Monte, Calif.; U.S. Burke Machine Tool Co., Cincinnati; Warner and Swasey Co., Cleveland; W. A. Whitney Mfg. Co., Rockford, Ill.; and The Yoder Co., Cleveland.

Scientific and industrial instrumentation manufacturers included: William Ainsworth and Sons, Denver, and Applied Physics Corp., Monrovia, Calif., both represented by Electronic Instrumentation International, Fullerton, Calif.; Alnor Instruments Co., Division of Illinois Testing Laboratories, Inc., Chicago; American Chain and Cable Co., Wilson Mechanical Instrument Division, New York, N.Y.; Badger Meter Mfg. Co., Milwaukee; Baird-Atomic, Cambridge, Mass., represented by Electronic Instrumentation International; Barber Colman Co., Rockford, Ill., represented by Ad Auriema, Inc., New York, N.Y.; Beckman Instruments, Inc., Fullerton, Calif.; James G. Biddie Co., Plymouth Meeting, Penn.; Bourns, Inc., Riverside, Calif.; Branson Instruments, Inc., Stanford, Conn.; The Bristol Co., Div. of American Chain and Cable Co., Waterbury, Conn.

Brown and Sharpe Mfg. Co., North Kingston, R.I.; Buchler Instruments, Inc., Fort Lee, N.J.; Buehler Ltd., Evanston, Ill.; Coleman Instruments Corp., Maywood, Ill.; Consolidated Electrodynamics Corp., Pasadena, Calif.; W. H. Curtin and Co., Houston; Digital Equipment Corp., Maynard, Mass.; Durant Mfg. Co., Milwaukee; Electronic Associates, Inc., West Long Branch, N.J.; Federal Products Corp., Providence, R.I.; Fisher Scientific Co., New York, N.Y.; Foxboro Co., Foxboro, Mass.; General Applied Science Labs., Westbury, N.Y., and General Resistance Corp., New York, N.Y., represented by Terminal Radio International Ltd., New York, N.Y.; Hewlett-Packard Inter-Americas, Palo Alto, Calif.; Hagan Controls Corp., New York, N.Y.; Hughes International, Div. of Hughes Aircraft, Culver City, Calif., also exhibiting the products of Hickok Electrical Instrument Co., Cleveland; Infotronics Corp., River Forest, Ill., represented by Electronic Instrumentation International; International Instruments, Inc., Barrington, Ill., represented by Terminal Radio International, Ltd.; Ircon, Inc., Chicago, represented by Ad Auriema, Inc.; Instron Corp., Canton, Mass.

Keithley Instruments, Inc., Cleveland, also presenting products of Precision Instruments Co., Palo Alto, Calif.; Leeds and Northrup Co., Philadelphia; Milton Roy Co., St. Petersburg, Fla.; New Hermes Engraving Machine Corp., New York, N.Y.; Nexus Research Lab., Inc., Canton, Mass.; Pall Corp., Glen Cove, N.Y.; Partlow Corp., New Hartford, N.Y., represented by Ad Auriema, Inc.; Phoenix Precision Instrument Co., Philadelphia, represented by Electronic Instrumentation International; Philbrick Researches, Inc., Boston, represented by Terminal Radio International Ltd.; Ramsey Engineering Co., St. Paul; Rowan Controller Co., Westminster, Md.; Sangamo Electric Co., Springfield, Ill., represented by Sangamo International, New York, N.Y.; Scheer-Tumico, Inc., St. James, Minn.; Texscan Corp., Indianapolis, represented by Terminal Radio International, Ltd.; Textronics, Inc., Beaverton, Ore.; Unitek Corp., Monrovia, Calif.; Varian Aerograph, Walnut Creek, Calif., and Varian Associates, Palo Alto, Calif.

The instrumentation products of William Ainsworth and Sons, Applied Physics Corp., Baird-Atomic, Infotronics Corp., Phoenix Precision and Unitek Corp. are exhibited in booths sponsored by the California World Trade Authority, Los Angeles.

Packaging machinery manufacturers exhibiting their products included: American Engineering and Design Corp., New London, Conn.; Biner-Ellison Manufacturing Co., Los Angeles, Calif.; Bostitch Inc., East Greenwich, R.I.; Cherry-Burrell Corp., Cedar Rapids, Iowa; The Cleveland Vibrator Co., Cleveland, Ohio; Eriez Magnetics, Erie, Penna.; FMC Corp., San Jose, Calif., through its subsidiary, FMC Maquinaria, Mexico City; GBC Virginia Laminating Co., Amelia, Va.; Adolph Gottscho, Inc., Hillside, N.J.; Ideal Stitcher, Div. of W. R. Pabich Mfg. Co. Inc., Chicago, Ill.; International Staple and Machine Co., Butler, Penna.; Kartridg Pak Co., Davenport, Iowa; Package Machinery Co., East Longmeadow, Mass.; Perry Industries, Inc., Hicksville, N.Y.; and Weigh Right Automatic Scale Co., Joliet, Ill., represented by Estes Industries, Inc., New York, N.Y.

lic's industrial progress and its ability to move on into an advanced industrial economy.

Exhibitors in all three areas of the show were enthusiastic about the reception they received from Mexican industry. "Unbelievable," was the description of Frank Richard, President of F. Richard International, Canfield, Ohio. Richard Leurs of Hughes International, a division of Hughes Aircraft Co., called it "surprising—almost fantastic." And S. C. Straus, President of U.S. Burke Machine Tool Co., Cincinnati, characterized visitors' interest as "the kind of action we used to see at ASTME (American Society of Tool and Manufacturing Engineers) shows years ago."

Sharply increased interest in the Mexican and Latin American markets was widespread. The participating companies have had a "very clear demonstration that this market is worth cultivating and that it will pay off in direct proportion to the amount of effort put into it," according to Charles M. Evans, Export Manager of Brown and Sharpe Manufacturing Co., North Kingston, R.I. "We are not new to the market, but we will sell a lot more as a result of having been here," he added.

Ready for the best

The exhibition has been the first mass exposure to the Latin American market for instrumentation manufacturing, and, as Al Russell of Beckman Instruments, Inc., put it, there is demand here for instrumentation "as advanced and as sophisticated as any required by U.S. industry. We can tell from the questions these Mexican engineers and technicians ask that they have the need and they're ready for very significant quantities" of instrumentation products.

Mexican industry "has now reached that level of development where, more than anything else, it needs electronic instrumentation and controls." According to Vicente G. Aracil, senior field engineer for Hewlett-Packard Inter-Americas, Palo Alto.

"Probably the greatest challenge will be to get to know their needs well enough that we can recommend just the right degree of precision in their instrumentation," he went on. "If we sell them something more expensive than they really need, we waste their money. And if we sell them less than they need, we will be hurting the quality of their output. Either way, we would be hampering the future growth of this market, and their rate of growth is the most encouraging thing we see here", he added.

Mexican buying enthusiasm for instrumentation that ordinarily is not sold out

THE ACID TEST: trying out the equipment is the 'moment of truth' for U.S. producers. Judging from sales results, they passed the test with flying colors.

of stock surprised R. Melvin Gabey, Manager of International Sales for the Bristol Company of Waterbury, Conn., and a new REEC member. He reported that his company "had been paying close attention to this market for years and we've been manufacturing in Mexico since 1963, but we certainly were not prepared for the kind of response we've had here."

"This is a very good and fast-growing market for all types of advanced control instruments short of completely computerized processing equipment, and there is even some demand for that." He added, "we never expect to sell at trade shows, even in the United States, but we have been selling here. We've been forced to. The people who come in here are so anxious for this equipment that they are unwilling to wait for us to engineer an instrument for their particular application. They're buying the models we have on display and working with us right here to make the necessary modifications."

Packaging machinery manufacturers have attracted relatively more visitors than other lines in the show and have found the Mexican market "on the verge of tremendous growth".

Realizing their need

Manufacturers of many lines here are "just beginning to realize their great need" for modern equipment, according to J. L. Perez, Director of Latin American Operations for Packaging Machinery Co., East Longmeadow, Mass. "This is one of the leading markets in Latin America and manufacturers are becoming much more conscious of what modern packaging can do for them", he said.

Although packaging machinery exhibitors made up less than 14% of the show, they drew more than 20% of the visitors who passed through the computerized reception center.

"The people I've talked with show an energetic interest in everything here because they're all ready to modernize and expand," reported G. R. Hoyt, International Manager of Kartridg Pak Co. "The aerosol segment of the Mexican economy is on the verge of tremendous growth." He predicts, "within a year, I believe Mexico will begin extruding it own film and that will open up this market to still other lines of equipment."

To provide graphic demonstration of both the needs and advantages of packaging machinery, Hoyt spent his free time outside exhibition hours visiting Mexico City's grocery stores and supermarkets, and talking to food processing and manufacturing executives about specific opportunities for expansion of the industry.

Lower prices

"Prices of packaging components produced here, such as valves and containers for aerosol, are now coming down and that will give the market another boost," he said.

Perez cited his sale of a $35,000 plastic injection molding machine, from a 4 by 6-foot photomural on the backwall of his booth, as an example of the demand here. He previously had sold all equipment in his booth.

T. E. Juracek, Export Sales Manager of Cherry-Burrel Corporation of Cedar Rapids, Iowa, whose display included his company's bag filler, believes Mexico's expanding cement industry alone soon will be absorbing "an awful lot of equipment." The packaging of liquid and viscous products "is just beginning to grow," he has found.

By taking advantage of U.S. machinery and know-how, Mexico will make the transition from bulk to packaged merchandising much more rapidly than the United States has since World War II, in the belief of Dan O. Rumer, Marketing Specialist for FMC Corporation, San Jose, California.

Skip intermediate stage

By beginning its "packaging revolution" at a time when plastic materials have reached a high stage of development, the industry here may go directly into those materials and "skip paper entirely," he said. He pointed out that the capital investment required for producing plastic packaging materials is less than that needed for the traditional materials—paperboard, metal and glass—and that Mexico's growing petrochemical industry will give it still further reason to make extensive use of plastics.

The exhibition followed 21 months of preparation here and in Washington, D.C., and included a five-month market development campaign here that identified 15,000 prospective customers known to be interested in the types of equipment being displayed.

"It would take months to reach the number and caliber" of prospects that were brought to the exhibition as a result of the market development campaign, according to Glen E. Robertson, General Sales Manager of Nexus Research Laboratory, Inc., Canton, Mass.

R. Melvin Gabey of the Bristol Company, reported that he was "quite surprised by the quality and quantity of visitors, but the firm's local representatives were even more surprised. I think the potential here is far greater than any of us had realized."

VISITORS CROWDED AROUND THE EXHIBITS right up until the show closed. F. J. Rudershausen (third from right), shown demonstrating some of his Virginia Laminating Co.'s equipment, was notified of appointment to a fifth straight term on his Regional Export Expansion Council while in Mexico City.

Survey calls for realism

New market study provides U.S. exporters with in-depth evaluation of prospects in Mexico

The most recent title in the Bureau of International Commerce's series of detailed national market studies, "Mexico: A Market for U.S. Products," is a valuable aid to operations in the Mexican market. The 72-page report is available for 50¢ from the Superintendent of Documents, Washington, D.C. 20402 (See back cover for order blank). This article consists of extracts from the booklet and is representative of the kind of information contained in these studies.

The Mexican market must be viewed realistically. It is not a market for all foreign products because many of them may not be importable. The first step for a U.S. exporter not familiar with Mexico is to ascertain if his product is importable.

Mexico has so many restrictions on imports that it may be difficult to state offhand whether a product is importable; however, a query to the U.S. Department of Commerce through a Field Office often determines its importability. If a product is found to be importable, it should then be examined in terms of its salability in the market.

Although a neighbor to the United States and accustomed to American articles, Mexico is no mere extension of the U.S. market. Purchasing power is smaller and income groupings are different.

American products are preferred for their quality if they are otherwise competitive. In Mexico's present state of development, a fairly simple product at a low price may often be more salable than one of advanced design or more highly mechanized, at a higher price. Some U.S. products are too advanced technically or are of too high quality for the needs of many users and thus may not be really competitive.

Consumer market

The market for consumer goods is not good. Consumer products are produced domestically. Imports of foreign competing lines are usually restricted or excluded by licensing controls intended to protect domestic producers and to conserve foreign exchange for the importation of the more essential producer's goods.

Imports of capital producer's goods, on the other hand, should continue to increase at a steady pace, and the need for industrial raw materials and equipment should continue to grow as the economy expands.

Mexico's general policy regarding imports is protectionist. Its import licensing system is designed principally to encourage and protect domestic producers, to direct investment into those economic sectors requiring increased production, and to assure that foreign exchange is primarily utilized for essential imports.

Mexico, having reached a sustained rate of economic growth, is cited as the Latin American country in which the Alliance for Progress objectives are being most fully attained.

Since 1950, the Mexican economy has had an average annual rate of real growth of almost 6%. The gross national product, expressed in constant 1950 prices, increased from $3.3 billion in 1950 to $7.5 billion in 1964. In recent years the annual GNP growth rate has exceeded the target set by Mexico's Immediate Action Plan of 5.4% annually for the 1963-65 period.

For the sale of foreign merchandise, Mexico should generally be regarded as two markets. The principal one is the interior whose commercial, financial, industrial, and cultural center is Mexico City. This is by far the largest market. Not so large a market and less well known abroad is the area along the U.S. frontier and the free zone of Baja California.

Single unit

To a considerable extent, the interior market can be regarded as a single unit in both foreign sales representation and distribution of imported merchandise. While some demand for imports originates almost everywhere in the country, the market for imported products is usually covered by firms headquartered in Mexico City with salesmen traveling the country or with branches or distributors located in key cities. The method of distribution varies with the product. Some foreign suppliers prefer to deal direct with a number of distributors in the larger cities, but most of the foreign products are sold through those firms in Mexico City that have sales and distribution arrangements around the country.

Because of the distance from interior sources of supply, the northern border area has traditionally been oriented to a considerable degree toward the United States and has been allowed to operate under import rules less rigid than those applied to the interior of the country. While efforts are being made to bring the border areas more actively into the economy of Mexico, the border cities and the Baja California free zone can still be regarded as a market somewhat different from that in the rest of Mexico. The situation varies from city to city along the frontier.

Mexico does not belong to the General

Other studies available

Besides Mexico, other titles in the series of Bureau of International Commerce studies of national and regional markets for U.S. goods cover: **Africa** (1963, 121 pp., $1); **Belgium** (1963, 60 pp., 45¢; **Central America** (1965, 88 pp., 60¢); **East Africa** (1966, 65 pp., 65¢; **Hong Kong** (1964, 122 pp., $1); **Iran** (1966, 50 pp., 50¢); **Ivory Coast** (1966, 87 pp., 65¢); **Liberia** (1965, 40 pp., 35¢); **Nigeria** (1964, 72 pp., 50¢); **Peru** (1961, 62 pp., 40¢); **Philippines** (1965, 76 pp., 55¢); **Saudi Arabia** (1962, 44 pp., 40¢); **Sudan** (1962, 47 pp., 40¢); **Thailand** 1962, 92 pp., 55¢); and **Venezuela** (1964, 65 pp., 50¢).

Write: Superintendent of Documents, Government Printing Office, Washington, D.C. 20402, or any Commerce Field Office.

THERE'S PLENTY OF ROOM for new investments in Mexico, despite its growing industrial base. The Mexican Government has issued a brochure describing the prospects for private industrial promotion. The 1965 listing contained 370 products in which manufacturing investments were desired.

Agreement on Tariffs and Trade—GATT, the international organization which tries to lower barriers on world trade through multilateral tariff negotiations.

By mutual consent and on Mexican initiative, the Mexico-United States Trade Agreement of 1942 was terminated in 1950. Thus, the United States and Mexico have no contractual agreement under which trade problems can be discussed.

Import licenses are Mexico's most effective means of controlling imports. Thirty-two regular committees plus 8 advisory groups representing the most important segments of industry screen import license applications.

The import licensing controls are not discriminatory; they apply equally to all countries except those in LAFTA. However, the impact of the licensing restrictions tends to be felt heaviest in the United States, which has the largest share of the Mexican market.

The practice is to deny or seldom allow requests for licenses to import products of a kind made in Mexico. In 1964, 65% of total imports by value were subject to import licensing and the number of items subject to licensing is increasing.

Applications for licenses for controlled items are made to the Ministry of Industory and Commerce. They are referred by the Ministry to import committees and advisory groups for recommendations as to whether or not the license requested should be granted. Each committee may have quotas for total imports, depending upon foreign exchange availabilities and the need for the products.

Some products are subject to the controls of other agencies even though the Directorate General of Commerce may issue the actual permit. For example, hides and skins and most agricultural and forestry commodities are controlled by the Ministry of Agriculture.

Sales agents are best

For most foreign suppliers who do not have branches in Mexico, the best way to sell is through a sales agent. An exporter will probably not hear about sales opportunities unless he has someone in Mexico who is in constant touch with the market. The exporter who waits for business to come to him may not get much from Mexico unless his products are unique or semi-monopolistic in nature.

The import tariff is an important factor in limiting imports, but it is not so significant as import licensing controls. In 1963, combined import duties and taxes averaged 13.6 percent of total import values. Duties are both specific and ad valorem, and are applied to most imports. The system of fixing official prices on imported goods, for duty purposes is designed to combat underevaluation of invoice prices. In many cases the official price is higher than the invoice price. In assessing ad valorem duties, Mexican customs officials use whichever price is higher.

Mexican customs brokers are licensed and bonded with the Mexican Government. Many of these with offices on the United States-Mexican border are also organized to do business in the United States.

Land shipments offer an advantage in that the shipments can be withheld from presentation until the broker is satisfied that all documentation conforms to the requirements of Mexican Customs law and any doubts regarding tariff classification or import control can be cleared up with the Customs office.

Air, sea, and parcel post shipments enter Customs domain immediately, and their return to the sender is very difficult if the consignee is unwilling to accept delivery because of unexpectedly high duties or is unable to obtain an import permit. Mexican customs brokers sometimes collect from buyers for merchandise consigned to them, but not usually.

Exporters to Mexico should be careful to comply with the import regulations and should not enter goods into Mexican fiscal domain until the required permits are obtained. In many cases, authorization of the licensing agency may be required

for the return of goods that have entered Mexican customs domain with a valid license.

The Mexican tariff adopted the Brussels nomenclature on November 26, 1964. Imports of very few items are prohibited completely, and few items are on the free list except for those items on which special LAFTA tariff concessions have been negotiated.

Tariffs are both specific and ad valorem. In general, they are very high on consumer goods and on items competing with domestic products. They are usually moderate on capital and producer's goods that are considered necessary for development.

Higher price prevails

Specific duties are usually levied per unit of measure or weight although in some cases the rate is quoted per unit. Each tariff classification indicates whether weight is net, gross, or legal. Ad valorem duties are levied on the invoice value or on the officially-fixed price of the merchandise, whichever is higher.

A surtax of 3% of the total amount of duties is levied on most commercial shipments (10% for mail shipments) and an additional 10% of the value of the merchandise on certain products for the benefit of the export promotion fund.

Commercial invoices on land and sea shipments that are valued at over $80 must be legalized by a Mexican Consular Office, usually the office nearest the point of origin of the merchandise.

Sanitary certificates are required for animals and products, seeds, plants and products, and similar items. Pharmaceuticals and packaged food products must be registered with the Ministry of Health and renewed annually.

Customs regulations require a commercial invoice, bill of lading for maritime or land shipments (air waybill for air shipments), and packing list. The number of copies varies according to the circumstances. The Customs Code requires an original and three copies of the invoice for land or sea shipments. One of the three copies remains with the Mexican Consular Office that legalized it. Since parcel post and air shipments do not require legalization of the invoice, one less copy is needed.

However, customs brokers need various copies for handling and filing and normally recommend preparation of an original and eight copies. Invoices are usually accompanied by packing lists.

In the case of parcel post shipments, the invoice must accompany a single package. If there is more than one package, the first numbered package must be accompanied by the invoice. The other packages in the shipment may carry references on the tags to the date and identifying shipping number of the first package.

Goods entering Mexico are deposited in a customs warehouse. Their clearance through customs involves both the presentation of the required documents and permits and the payment of duties. Storage charges begin after 15 days, and goods are considered legally abandoned if not entered within 90 days after being unloaded. If not legally entered into Mexico, goods may be reexported without the payment of duties. Products requiring import licenses normally require an export license for reexportation. Merchandise should be returned to the country of origin; but, transit shipments may be authorized by customs officials under prescribed conditions, including declaration of the destination at the time of arrival in Mexico.

The Customs Service will give advance rulings of tariff classifications upon request. Samples and descriptive material are usually required for making such rulings.

Fines are prescribed for violations of regulations, including omissions or inadequacies of documentation. The fines are equal to the amount of the respective specific import duties and, depending upon duty rates, can be quite heavy. Duties paid or deposits made are normally not returned or refunded. Therefore, U.S. exporters should insist on detailed shipping instructions and follow them exactly.

Legal procedures slow

Legal procedures in suits for collection of drafts are likely to be quite slow. Legal action can be taken much more expeditiously in Mexico if the debt is covered by signed notes or bills of exchange. Competition in many lines makes it impossible to require this type of document, however, and its use is largely restricted to substantial sales to buyers who are not regular customers or who lack credit standing and cannot offer sufficient guarantees to obtain delivery in any other way. The notes must be in Spanish, and interest to be accumulated must be included in the face of the note; otherwise, it is almost impossible to collect the interest in case the seller is obliged to sue.

The usual documents for imports include the commercial invoice, bill of lading, packing list, sanitary certificates, import licenses, if required, and Spanish translations of the invoice. Special customs regulations apply to clearance, storage, abandonment, transit, advance rul-

GROWING MIDDLE class is reflected in numerous new apartment buildings throughout the country.

DOMESTIC INDUSTRIES receive official protection, in order to promote Mexico's economic diversity.

BE SURE THE PAPERWORK is accurately done before putting your goods aboard ship. Improperly documented shipments can prove a major expense. All documentation should be left to experts.

ings and fines for infractions. Importation into Mexico should be handled by individuals, usually, customs brokers, who are expert in all these regulations and procedures.

Visitors who enter Mexico primarily for pleasure and travel on a tourist card do sometimes conduct exploratory business conversations; however, a traveler who enters Mexico for business purposes must obtain a business visitor's card from the nearest Mexican consul. Cards can be issued by career consuls of Mexico in the United States to American citizens without prior approval from the Mexican Immigration Department in Mexico City. There are two types: a $3 single-entry card valid for 6 months, counted from the date of entry into Mexico, and a $5 card valid for the same period of time but permitting the holder to leave and reenter Mexico an unlimited number of times during its validity.

Samples of merchandise without commercial value are admitted free of duty into Mexico. Samples considered usable or salable (a decision within the province of customs officials) are subject to import duties. However, with the prior approval of the Director General of Customs, such samples may be rendered unusable (at the expense of the interested party) prior to clearance and thereby qualify for duty-free entry.

Samples of commercial value except jewelry may be imported temporarily duty free if a bond is posted amounting to the applicable duties plus 10 percent. Such arrangement can be made upon request of the consignee, customs broker, or the traveler to the chief of the customhouse concerned. Samples may be brought in for periods of 3 or 6 months, extendable for an equal period of time. Normally, the reexport of samples must occur within 1 year, including the time of the original permit and any extension.

Shipments of samples should be covered by commercial invoices and other shipping documents as appropriate.

Forms of payment

Sight and time drafts are a common method of payment for imports. They are cleared through banks or sent direct to the Mexican sales representative for presentation to the buyer. Trade sources report that more drafts are presented outside banking channels than through them. Banking sources report that 75% of the drafts cleared through them are paid promptly. Some U.S. exporters use dated drafts rather than sight drafts to prevent delays in acceptance and payment.

Letters of credit are not used widely for purchases of general merchandise. They are used mostly for purchases of machinery made to order or of items in which the seller has a strong competitive position.

There is a preference in Mexico for purchasing direct from the foreign manufacturer whenever possible. The Government sometimes encourages this method by granting import permits only to the end user. A sales agent can be useful in selling such buyers. Direct importing is done by foreign subsidiaries that import from their parent organizations.

Foreign suppliers often subdivide the market into separate geographic areas and employ several agents or work through a large Mexico City firm that has numerous salesmen or subagents covering the country.

Subsidiaries and branch houses are established chiefly by large firms that have a sufficient volume of sales to justify the investment. Such organizations enable the foreign supplier to offer service and to retain control of the product and the terms under which the goods are sold.

Drawback

An important disadvantage in establishing a subsidiary or branch house is the large investment required for stocking inventories, servicing, and overhead.

The Federal Government is by far the largest single importer. Formal public invitations to bid are not used for most purchases. Most purchases are made on the basis of quotations obtained informally through a foreign supplier's local sales representative who keeps in touch with the purchasing offices of the buying agencies. When the agencies are ready to buy, they request quotations from several suppliers with whom they are in periodic contact and then choose the offer that seems best.

The Government purchases domestic products whenever possible, in accordance with its import substitution policy. Over 95% of the number of orders and an estimated 80% of the value of Government purchases are made domestically. Foreign purchases are made only when the products are not made in Mexico or when very large price differentials exist.

Foreign suppliers must register with the Ministry of National Patrimony in order to be eligible to receive a Government purchase order. International invitations to bid normally state that if a foreign firm is the successful bidder it must have a registered agent in Mexico before the contract will be awarded.

The inspectorate coordinates Government purchasing and reviews purchase orders to prevent inconsistencies in practices, such as different prices to separate agencies for the same product. The actual buying is done by the individual agencies, not by the inspectorate.

Public sector imports accounted for 18.3% of total imports in 1960-65.

United States contracting, engineering, and construction firms wishing to work in Mexico particularly, on Government contracts must be represented by an agent registered with the Ministry of National Patrimony in Mexico.

Even when foreign firms win a bid on a Government project, the actual construction work is generally subcontracted to local companies. Import restrictions on most types of equipment usually require contractors to purchase materials and equipment made in Mexico.

Information on Mexican laws governing the practice of a profession in the country and on the operations of foreign engineering and contracting companies in Mexico is available from the U.S. Department of Commerce and its Field Offices.

Better each year

Market information is not so readily available in Mexico as in the United States. But each year sees more and more information on hand as various private and Government organizations expand their activities. In most cases, foreign firms desiring to obtain accurate information regarding the production and/or sale of a specific line of products must develop new data either through their own surveys or through a market research firm.

There are a number of such firms in Mexico, including several affiliates and subsidiaries of U.S. research companies. They make market analyses, opinion polls, and specialized product and industry surveys. A list of advertising agencies and market research firms is available from the U.S. Department of Commerce and its Field Offices.

Advertising data

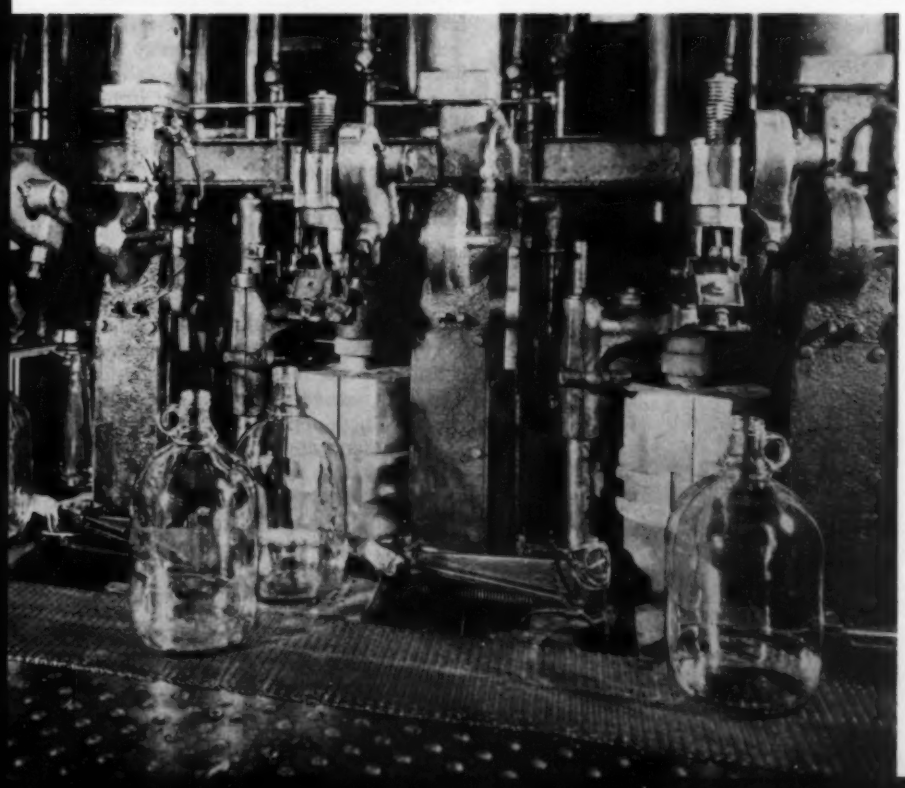
Detailed information on advertising media in Mexico is compiled by Medios Publicitarios Mexicanos, S.A., Colima 330, No. 405, Mexico, D.F. This firm, which is affiliated with the Standard Rate and Data Service, Skokie, Illinois, furnishes circulation and rates for radio and television stations and for newspapers and magazines.

Some of the more active Chambers of Commerce such as the garment makers and the iron and steel chambers, publish extensive directories listing the products of individual members. The National Bank of Foreign Trade has published a two-volume directory of Mexican importers and exporters by product lines.

In 1962, the Government issued a report, Possibilities for Private Industrial Promotion in Mexico, listing more than 450 products in which investment in manufacturing was regarded as necessary and desirable, including iron and steel, automotive components, machinery, paper and pulp, chemicals, pharmaceuticals, precision instruments, electronic equipment, and communications equipment. A revised list containing 370 products was issued in 1965.

The system of tax concessions to new manufacturing industries provides exemptions of up to 10 years from income, import, sales, and stamp taxes. The Federal District offers approved plants exemption from real estate and sales taxes, and almost all the Mexican States now have development programs providing various tax exemptions and other incentives to new industries established in their areas.

MEXICO PRODUCES MOST of its own consumer items, and the market for them is generally not too good. This glass goods plant in Monterrey is one of Latin America's largest and most modern.



Canada will remit auto machinery duty

Will affect products imported when local goods aren't available

Canada has announced a procedure to remit duty on automotive parts production machinery.

This covers imports of machinery and equipment of a class or kind made in Canada used in the production of original equipment automotive parts, accessories and tooling when such machinery and equipment are not available from Canadian manufacturers in time to meet production schedules.

Decisions to remit duty may be made by the Minister of Industry but, in fact, will be made by the Adjustment Assistance Board provided for by this action. The Board will determine whether or not the machinery or equipment could be obtained from Canadian producers within a reasonable amount of time.

Applications will be considered for machinery and equipment imported on or after Aug. 1, 1965. Machinery and equipment imported before that date are eligible if they were for use initially in the production of 1967 model year requirements.

Helps Canadian producers

This action was taken to assist Canadian manufacturers of original-equipment automotive parts, who feel that their ability to compete with U.S. producers under the auto agreement is impaired by duties payable on production machinery which must be imported.

The action complements the existing Canadian regulation which grants a drawback of 99% of duties paid on imports of machinery and equipment of a class or kind not made in Canada for use in the plants of manufacturers of automobiles and motor vehicles and parts for both, or for use in the manufacture of dies, jigs, fixtures or moulds which are used in the production of automobile or motor vehicle parts.

Freight forwarders can aid U.S. companies in air export shipments

Executive attributes growing popularity of air cargo movements to reduced overseas inventory, minimum need for storage space

By JOHN EMERY, Jr.
Executive Vice President, Emery Air Freight Corp.

Air freight and air freight forwarder can play a major role in increasing U.S. exports and assisting the Bureau of International Commerce in its stated objective of "working out policies and procedures which make it simpler and more profitable to do business abroad."

To do so, an exporter's acceptance of the lowest total cost concept in any transportation decisions is necessary and there is reason to believe that many businessmen have come to accept this concept.

Air borne exports in 1965 were valued at $2.3 billion. Cargo ton miles flown by airlines around the world—only 900 million in 1955—reached 3.4 billion last year and should reach five billion in 1966.

Despite its phenomenal growth, air cargo accounts for but a fraction of 1% of total freight movements. It is unlikely to ever pose a serious threat to ocean commerce. With foreign trade expanding rapidly, there promises to be more than enough payload for all air and shipping lines. The advent of cargo carriers such as the civilian version of the Lockheed C5A, the super-sonic transports and the Boeing "Jumbo" jets just over the horizon should significantly increase the percentage of freight carried by air.

Why is this necessarily so? Because air freight promises benefits uniquely applicable to shipments over the ocean rather than on it. One major advantage is the opportunity to sharply reduce both the stockpiling needed by the foreign customer and overseas inventory for the U.S. exporter. Often this alone can be decisive in selling an overseas account which may be undercapitalized by U.S. standards.

CARGO GOING OVERSEAS is raised into an all-cargo Clipper to be shipped by air freight to its destination. Cargo ton miles flown by airlines are expected to reach five billion this year.

Advantages outlined

It also means that the exporter can spread his capital more widely and wisely. Not only does he have less capital tied up in actual overseas stocks, but in-transit inventory is less, inventory servicing charges lower, and the need for storage space minimal or nonexistent.

Air freight can be an especially valuable adjunct to those firms starting out in overseas markets through the "piggybacking" program of the Commerce Department. No sales organization will be needed since the firm will be using the established sales force of an experienced U.S. firm. The company representing the smaller exporter can offer new products to overseas buyers with only a minimum outlay and delivery comparable to that from domestic sources.

Freight brings other advantages to the exporter, particularly the newcomer to foreign trade. He need not concern himself with the expensive and bulky export packaging usually required when shipping by ocean. Heavy machinery, for instance, the largest single category of air freight, is often air shipped on skids with a simple polyethylene cover.

Reducing dangers

Excessive damage or pilferage can be frequently reduced to negligible proportions. Not only will this greatly cut the amount of insurance premiums the exporter pays, but it will result in greater satisfaction on the part of his customer who will receive the full quantity he expected. The shipment will not be diminished by damage or theft and no onerous paperwork will be required to report the loss or file a claim.

The air freight forwarder makes it unnecessary for a traffic department unused to overseas trade to concern itself with routing. The air freight forwarder can

and does book and confirm space on any flight of any airline. Further, he provides door-to-door service, arranging overland transportation to and from airports and any necessary transfers between airlines —such as those necessary when a domestic U.S. carrier takes a shipment from an inland point to an international gateway where the shipment is then consigned to an overseas airline. It is, of course, desirable that personnel of the forwarder be present at such gateways as well as at all origin points, any transfer points, and destination.

Preparing documentation

The freight forwarder can prepare any relevant documentation which must be presented to U.S. authorities e.g. an air waybill on which the goods are transported, bill of lading, and similar commercial documentation. These can be prepared on the instructions of the shipper. The forwarder also can act as a shipper's agent.

A further advantage to the shipper using the air freight forwarder is the forwarder's ability to handle a shipment regardless of the number of air and ground carriers used. Re-routing can be one of the advantages an air freight forwarder with an adequate communications set-up has to offer. If a given airport is closed, the forwarder can route a shipment through another airport and use any combination of air and surface transportation to effect the fastest delivery.

The U.S. economy benefits from the air freight industry's sales efforts, a major factor being the hundreds of salesmen the forwarders put in the field. As the need for additional lift is indicated, the transatlantic airlines have found it necessary to order new planes. Those of U.S. manufacture have been favored and hundreds are on order. Aircraft and spare parts are among the ranking U.S. exports. Also, services of the U.S. trans-oceanic airlines and the international freight forwarders are "exports," providing revenues to assist in closing the balance of payments gap.

AIR FILTERS

A Paris manufacturer of various type filters seeks a license to produce air filters for automobiles, trucks and tractors. The firm is particularly interested in making newly developed air filters not currently available on the French market.

Established in 1934, the French company reportedly has 95 employees and annual sales of approximately $5 million.

Write: Etablissements Raymond Proust, 5 Place de l'Adjudant Vincenot, Paris XXe., France. WTD.

Loan will assist power expansion program in Peru

World Bank provides $10 million for improving Lima area's services

Empresas Electricas Asociadas (Lima Light Power Co.) of Peru will expand its transmission and distribution system with a World Bank loan equivalent to $10 million.

The project consists of the construction of high voltage transmission lines and substations, and installation of overhead lines, underground cables and transformers for the distribution system. The Bank's loan will help to finance this work and also will provide funds for the purchase of needed equipment for new service connections, meters and modern communication equipment to improve operations control and customer service.

All construction contracts and goods purchased with the loan funds will be procured through international competitive bidding.

This is the third Bank loan to Empresas —one of $24 million was made in 1960 and a second of $15 million in 1963. Both assisted expansion of the company's power generating capacity and its distribution network.

Empresas is privately owned and serves the greater Lima-Callao area, which has the highest concentration of population and industry in Peru.

Project plans

The project cost is estimated at the equivalent of $22 million. The Bank loan will cover foreign exchange requirements, or about 45% of the total. The balance will be provided by Empresas with funds from its operations, other borrowings' and customers' contributions for service connections.

The loan is for a term of 20 years. Amortization will begin in 1969 and the loan is guaranteed by the Republic of Peru.

German industrialists seek Chicago area plant to visit

Early next year a group of top West German industrialists will tour the U.S. to study American maintenance management practices.

Several plant visits have already been arranged, but the group's sponsors are seeking to set up a tour of a plant in the Chicago area.

The plant should be large enough to have at least a 50-man plant engineering and maintenance department.

Write: Herb Lund, *Factory Magazine*, McGraw-Hill Publishing Co., 330 West 42nd St., New York, N.Y. 10036

Singapore plans port improvement

The purchase of major items of equipment and the awarding of major construction contracts will be on the basis of international competitive bidding.

The World Bank has made a loan equivalent to $15 million to cover foreign exchange costs of a project to expand and improve the Port of Singapore.

The port project consists of construction of four additional deep-water berths with ancillary facilities, a new port engineer's plant yard and workshop, replacement and provision of additional floating craft and cargo-handling equipment and provision of data processing equipment.

These measures will enable the Port Authority to maintain its high standard of operational efficiency and to keep pace with traffic growth, as well as to speed up turn-around time of ships at the port.

Total traffic over the Authority's wharves, excluding bulk mineral oil, increased by 700,000 tons to 4.6 million tons between 1959 and 1965, despite the disruption caused by diversion of Indonesian trade. Berth occupancy currently averages about 90% which is uneconomic and hinders adequate maintenance.

The four new deep-water berths in the current project, together with work the Port Authority has already completed, or has underway, will provide facilities needed to handle the expected traffic increase over the next few years. The new port engineer's plant yard and workshop will permit effective supervision and control of the Authority's civil and mechanical maintenance facilities now scattered in small shops throughout the port area.

Total estimated cost of the project is equivalent to $24.2 million. The Bank loan will cover the foreign exchange costs of $15 million, and the Authority is financing the local currency costs from its own resources.

NEW DISCOUNT PROGRAM

Export finance expands

Eximbank move allows banks to borrow on their export debt holdings

The Export-Import Bank will inaugurate a new discount program on or about Sept. 1, designed to increase private financing of U.S. exports.

The new program, according to Harold F. Linder, President and Chairman of the Bank, will try to encourage commercial banks and similar institutions to increase financing of export sales by making medium and longer term debt obligations which arise from such sales more liquid.

While financing for short term export paper (180 days or less) can generally be found in the private market, financing for longer term paper is not as readily available.

Under the program, banks will be able to borrow from Eximbank for periods up to one year against their holdings of debt obligations of more than 180 days relating to exports shipped after last March 1.

In addition, to provide an incentive for increases in short term as well as medium term export financing, Eximbank will make loans annually beginning Sept. 1, 1967, based on any increase in a bank's total export loan portfolio over the preceding Sept. 1.

In practice, Eximbank will not actually discount an export loan in the sense of acquiring the export obligation itself. Instead, it will make loans to banks, the criterion for which will be their holdings of export debt obligations.

Those eligible to borrow under the facility are commercial banks, as well as Edge Act corporations and so-called "Agreement Corporations" operating under sections 25 and 25(a) of the Federal Reserve Act.

Two kinds of loans

Eximbank will make two kinds of loans —current export loans and net increase loans. To obtain either type of loan, the borrowing bank will report to Eximbank its holdings of eligible export debt obligations. An export debt obligation is defined as indebtedness of a foreign obligor arising out of exports of goods or services from the U.S. This indebtedness may be represented by a promissory note of the buyer, a draft, a book account of the bank itself or one it has acquired from the seller, or other similar evidence of debt.

To be eligible, export debt obligations must relate to exports shipped on or after last March 1 and must have a final maturity date at least 181 days after the date of the obligation. Eximbank Portfolio Fund Participation Certificates are not considered export debt obligations for discount purposes.

Beginning in September, Eximbank will make current export loans from time to time in an aggregate amount up to 50% of the principal of the bank's reported eligible export debt obligations outstanding. The term of any such loan may not exceed one year or the average term of the reported eligible export debt obligations, whichever is shorter.

A borrowing bank will set aside the reported eligible export debt obligations justifying the amount it is borrowing from Eximbank. These obligations may not be sold or pledged during the life of the Eximbank loan unless replaced by comparable export debt obligations.

Can request more

Additional current export loans may be requested at any time that the bank's holdings of eligible export debt obligations justify them. Thus a bank may request another such loan if its original loan was less than the full amount which its eligible export debt obligations would justify, or if it acquires additional eligible export debt obligations, or if its earlier loans under the Discount Program have been paid off while the obligations supporting them are still unmatured.

In addition to current export loans, Eximbank will make annual net increase loans beginning Sept. 1, 1967. These loans will be based on a bank's increase in ownership of export debt obligations during the preceding twelve months. For purposes of net increase loans, the bank's portfolio figures may include all export debt obligations, regardless of term or export date, other than Eximbank Portfolio Fund Participation Certificates.

A bank which shows an increase may apply for a net increase loan in an amount up to 50% of its total holdings of eligible export debt obligations. These eligible obligations may include those which form the basis for outstanding current export loans. Such a loan, however, will be limited to 50% of the increase in total portfolio. The term of these loans will be the same as for current import loans.

Rates will vary

The rate of interest Eximbank will charge for either a current export loan or a net increase loan will depend upon the extent, if any, to which payment of the eligible export debt obligations on which the loan is based are guaranteed by Eximbank or insured by the Foreign Credit Insurance Association (FCIA). For purposes of determining the applicable rate, the eligible export debt obligations will be grouped into three categories:

1) For unguaranteed and uninsured obligations, Eximbank will charge interest at its current discount rate. This rate will be the lesser, at the time the loan is made, of Eximbank's interest rate on its direct loans to foreign borrowers or the cost of money to Eximbank in the private market for the applicable term, as judged by Eximbank.

2) For obligations which at the time the loan is made are only partially guaranteed or insured—that is, which are not guaranteed by Eximbank to the extent of 100% of the bank's participation in the obligations (and will not be so for six months thereafter), or are not subject to a "hold-harmless" assignment issued by FCIA—Eximbank's rate will be one-half percent less than the average effective rate of the obligations, but not less than Eximbank's then-current discount rate.

3) For obligations which at the time the loan is made are fully guaranteed, or will be within six months thereafter, or are completely insured, Eximbank will charge a rate of interest which is the same as the average effective rate of interest of the obligations but not less than Eximbank's then-current discount rate.

Eximbank will furnish detailed guides to the operation of the Discount Program to banks with which it has done business previously, and, upon request, to other banks and interested institutions.

AD GAMBLE PAYS OFF

Unique campaign sells

Honolulu Iron Works Co. opens export market, wins "E" award with fresh sales promotion

A Honolulu industrial equipment designer and builder's gamble on an unprecedented and intensive foreign promotional campaign has paid off in spiraling export sales and a Presidential "E" for export excellence award.

Honolulu Iron Work's development of international markets through an aggressive advertising program and product design to meet specific customer requirements resulted in the firm's "E" award. The Department of Commerce award was presented at a luncheon of the Honolulu Rotary Club.

Honolulu Iron Works Co., a 114 year old firm, doubled its 1963 export sales in many product lines within six months after instituting a dynamic advertising program aimed at its overseas market.

Image revitalized

The major problem of the firm's new management when it was acquired by George W. Murphy was to revitalize its image.

It started by hiring a new advertising agency, Consolidated Media Inc. The agency began Honolulu Iron Works' face lifting by changing the company logo to Honiron while retaining the longer name in a secondary position.

The next step was to initiate a unique media plan in one promising market, the Philippines. Advertisements in simple short sentences were created to be used in vernacular magazines and newspapers. The ads were written in English rather than in provincial dialects, since Honiron's potential market had been exposed to English phraseology applicable to machinery and heavy equipment during the war and postwar years.

The big land owners and contractors took pride in their knowledge of English and the firm felt that it would be talking down to its customers to run ads in the vernacular.

Honiron made a survey for a cooperative sugar central where a group of planters had put up a mill but couldn't afford rail transport of cane. The firm designed and engineered a trailer pulled by a custom Peterbilt truck that could carry ten times the load of a single railroad cane car.

A sales film on the sugar transport system was produced for use in sales seminars. The film was also sent to English and Spanish-speaking sugar producing areas of the world.

Sales seminars were organized to back up advertising messages promising service. A national sales meeting with promotional campaigns and sales incentives for the staff was supervised by the agency. Salesmen from throughout the Philippines were invited and special assistance was given to regional problems.

Sales reflect effectiveness

Within six months of the analysis of the potential market, sales reflected the effectiveness of both the advertising and promotions. Honiron emerged with a strong up-to-date image as a leader in its field despite intense competition in the Far East from Japanese, German, English, and Australian firms.

Another Honiron-developed equipment has resulted in an entirely new passion fruit juice industry. Satellite industries benefit the countries where it is used and promote other U.S. export sales.

Passion fruit, highly prized for its juice, grows freely in sub-tropical and tropical areas. Large-scale commercial juice extraction was not feasible until Honiron developed a complete processing line in 1964.

Honiron's principal markets have rapidly expanded since 1963. Today the company exports to Mexico, Peru, El Salvador, Colombia, Jamaica, and Ecuador as well as the Philippines. In 1965 Honiron showed an approximate $12.6 million increase in sales from 1963 with exports providing 27.4% of total sales.

In presenting the award, Roy L. Morgan, Director of Field Services for the Dept. of Commerce, said, "Honiron's achievement in overseas sales is directly in line with the U.S.'s determined efforts to reduce its balance of payments deficits through greater exports of American goods.

EXPORT EXCELLENCE FLAG is shown at the Honolulu Iron Works. The "E" award was presented by Roy L. Morgan, Director of Field Services for the Department of Commerce. From left are A. Gould, Honiron; H. T. Gratz, Commerce Dept. Field Office; G. Murphy, Honiron; and Hawaiian Gov. J. A. Burns.

MONOPOLIZING THE FLOOR SPACE at the J. I. Case Co. exhibit at the Tokyo Trade Center was this Model 530 combination payloader and backhoe, for use in a variety of construction jobs. Information about Case's other equipment is displayed on the far wall of the room in the form of advertising posters.

Case holds exhibition of tractors in Tokyo

Taking advantage of a period between regularly scheduled shows at the U.S. Trade Center, Tokyo, the J. I. Case Company of Racine, Wisconsin, arranged for a solo show to be held from July 25-29. A variety of the company's lines of bulldozers, tractors, loaders, and farm equipment were placed on display.

Of particular interest was the small, multi-purpose, Model 190 tractor which the company feels will be of particular interest in Japan because of the many small agricultural plots now in use.

R. B. Bronec, Export Sales Manager for Case flew out from the Racine headquarters to attend the show, and Gerald Trabbic, Hong Kong manager for the company, flew to Tokyo to join Ralph Bedford, Japan representative, at the show.

A 6.5 ton combination backhoe and loader dominated the show inside the Center, and an even larger dozer and loader were displayed outside because of structural weight limits.

A total of 165 visitors saw the earth-moving equipment during the show, most of them serious prospective end-users. Mr. Bedford summed up the comments of the Case representatives, "This has been an interesting show and very much worthwhile for us."

The facilities of all six U.S. Trade Centers are available between regularly scheduled trade shows to American companies and their local agents for display purposes. Firms interested in securing space for such exhibits should contact the directors of the individual Trade Centers.

SMALL AGRICULTURAL TRACTORS are popular in Japan, and Case promoted its Model 190 at the company-held showing. Kojiro Yamaoka, director of Yanmar Diesel Co. (seated on tractor, above) tests the controls. Looking on are (left to right) R. B. Bronec, Case export sales manager, Gerald Trabbic, Hong Kong manager for company, Ralph Bedford, Japan manager for Case, and two Japanese businessmen. Some Case products were so heavy, like the Model 115 dozer (below) that they were displayed outside.

Dutch fairs celebrate fiftieth anniversary of shows at Utrecht

Trade shows added to annual fairs; new halls increase exhibition space

Each year the city of Utrecht in the Netherlands plays host to thousands of trade visitors who come from all over the world to the Royal Netherlands Industries Fair promotions. This year the Fair celebrates it 50th anniversary by holding some 20 trade shows.

In the years since the first general fair in 1916, 86 general exhibitions and 120 specific trade shows have been held. The amount of exhibit space booked has grown from 76,000 square feet in 1916 to 1,228,000 square feet in 1965.

The fairs at Utrecht have played a large part in the rapid expansion of Dutch industry, both before World War II and since. Originally founded as a means of getting Dutch producers and buyers together, the fairs quickly acquired an international aspect, in keeping with Holland's position as an importing, exporting, and transshipping country.

Since 1945, the size and importance of the Utrecht Fairs have grown constantly. Six entirely new exhibition halls were constructed, bringing total available display space to 2,260,000 square feet.

The practice of having two large general fairs each year was started in 1922, and has continued since. The Spring Fair usually has 40 to 50 sections, while the Fall edition is limited to 15 or 20 sections, each composed of a specific class of merchandise or machinery.

The U.S. Department of Commerce has arranged several collective exhibits of American products at the Utrecht fairs, the most recent having been at the 1966 Spring Fair. The fair facilities are also available regularly to industries which organize their own shows, such as food and beverages, automation equipment, and retail store equipment.

The Fall Fair for 1966, Sept. 5-13, will have displays by 1250 companies, featuring industrial kitchen products. Trade shows for the balance of this year include home furnishing fabrics, children's clothing, metal surfacing equipment, musical instruments, plastics, and perfumes.

Future plans call for construction of a new seven-story building for consumer goods displays.

FIVE MAJOR EXHIBITION HALLS of the Royal Netherlands Industries Fairs at Utrecht are shown in this view. Construction of another seven-story hall is planned as the fairs mark fiftieth anniversary.

Boston firm exhibits typesetting machinery to publishers, agents at London Trade Center

DI-AN Controls accomplishes goal of representation in United Kingdom; sales of $50,000 in automated equipment expected during next 12 months

Between-show use of the U.S. Trade Center in London proved useful recently to DI-AN Controls, Inc., of Boston, who took advantage of the Center's reception area during the period July 19-21 to introduce a new product to the British market. The equipment displayed was a computerized keyboard for use in printing typesetting operations.

The purpose of DI-AN's exhibit was to meet prospective dealers and agents and to survey market prospects for the firm's newest equipment. The company was highly satisfied with the results of the three-day promotion.

Three highly qualified and interested agents were located, and one will be selected in the early fall to represent DI-AN in the United Kingdom. Although no sales were made off the floor—none were expected—the firm estimates that sales during the next 12 months will approximate $50,000.

The president of the company expected sales to increase in following years, as the British newspaper and publishing industry adapts to advanced mechanical methods, and as the resistance of labor unions to automated equipment is resolved.

The Trade Center use was a spur-of-the-moment undertaking. DI-AN had originally reserved a local hotel space for the showing, but the space was canceled at the last minute. At the suggestion of the Boston Field Office of the Commerce Department, the company contacted the Center and arranged for the display there. The Trade Center sent out over 200 invitations to newspapers and publishing houses, and attendance totaled 50, well above expectations, including a number of continental visitors.

Brussels International Fair planned for next April 15-26

U.S. businessmen interested in displaying their products to a broad cross-section of European Common Market buyers are invited to participate in the 40th Brussels International Fair, April 15-26, 1967. The fair is a general exhibition, open to all categories of products.

American firms interested in the show should contact the mayor of Brussels, whose office is sponsoring the event, before Oct. 15.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: **Belgium-Luxembourg** January-March imports from U.S. ($141.2 million) were 34% above comparable 1965 period. Total imports ($1,680.2 million) rose 14.7% above first quarter 1965. U.S. market share advanced to 8.4% of total from 7.2% in earlier period . . . Turkish Cement Factories Corp. is building the first cement plant in Eastern **Turkey** at Van. Plant is expected to produce 150,000 metric tons of cement annually; will cost approxmiately $9.6 million . . . Figures for fiscal year 1966 show **Pakistan** exports totaling $571 million, up 12.9% from previous year and imports at $884 million, down 21.7% from previous year. Export increases were mainly jute and tea from East Pakistan . . . **Singapore** has joined the International Monetary Fund and the International Bank for Reconstruction and Development. Quota in the Fund is $30 million and its subscription to the capital stock of the IBRD is 320 shares with a total par value of $32 million . . . R. H. Macy and Co. has opened new buying offices in Dublin, **Ireland.** In the past year, buyers from Macy's and associated group reportedly purchased more than $540,000 worth of goods from Ireland. The new offices will serve as a showplace for Irish goods and a meeting place for U.S. buyers interested in these goods . . .

Spain's chemical industry expected to continue favorable growth rate

Imports of some organic, plastic materials may diminish by 1967; U.S., in third place, sent 17% of chemical products last year

Spain's chemical industry is one of the country's healthiest and, although it faces some problems, its future continues to look very favorable.

The overall growth rate of the industry is expected to average at least 10% annually for the next five years, and the Ministry of Industry estimates that 1970 production should reach $4 billion.

Imports of nitrogenous fertilizers should be greatly reduced by 1968 because of increased domestic production. Production of organic base chemicals by new petrochemical plants should begin this year, causing imports of some organic and plastic materials to diminish in 1967.

Domestic absorption

According to the Ministry of Industry, production of the chemical industry—an estimated $1.6 billion—accounted for approximately 11% of the total value of Spanish production in 1965. Almost all production was absorbed by the domestic economy due to the continued high level of demand.

About 7,000 companies are in the chemical field, but only 1,000 are of sizeable importance, according to the Advisory and Technical Study Commission of the Spanish Chemical Industry (a management organization). Total employment is near 140,000. At the end of 1965, the industry as a whole was operating at about 86% of total capacity, while the inorganic sector alone was operating at 96% capacity.

Total new investment in the chemical industry during 1965 has been variously estimated from a low of $60 millioin to a high of $180 million. The Ministry of Industry estimates new investment in 1965 at $123 million. Composition of this figure included the creation of 260 new chemical companies and the expansion of 338 existing firms. About 30% of total new investment in the chemical industry was in petrochemicals.

Prices of chemicals were stable during 1965. Some inorganic chemicals registered price increases, but these were counterbalanced by price decreases of some organic chemicals. At the end of the year, according to the National Institute of Statistics, the general index of chemical prices had risen only about 3% over the prices prevailing in December 1964. Despite, the relative price stability, manufacturer's profits were apparently high enough to absorb wage increases during 1965.

Production of fertilizers—one of the four major areas—continued a spectacular rate of growth in 1965. The production of nitrogenous fertilizers rose to 1.2 million metric tons, 20% over 1964, and another large increase in production is expected in 1966. At the end of 1965, total operational capacity in nitrogen content was 400,000 metric tons. Additional new capacity of over 200,000 metric tons is foreseen by the end of 1966 when several new plants and additions should become operative. Imports are expected to decrease in the future as the new plants go into full production and 1967 may actually see an exportable surplus. To further aid this development, the Government last month increased the transitory duty on all nitrogenous fertilizers to equal the fixed rate of 10%.

Fertilizer output

Production of phosphate-based fertilizers rose only slightly in 1965 to about 1.9 million metric tons, while the production of potassium fertilizers increased by 24% to 364,000 metric tons.

The value of all fertilizer exports in 1965 rose to $15.5 million and the two principal customers were Norway and the United Kingdom.

Overall production of inorganic chemicals increased about 20% in 1965. Sulphuric acid production rose 1.7 million metric tons. Other important increases were found in production of ammonia, sodium carbonate, nitric acid, caustic soda, calcium carbide, and chlorine and hydrochloric acid.

Plant under construction

Imports of all inorganic chemicals amounted to only $28 million, the two most important products being aluminum oxide and carbon black. However, a carbon black plant with a capacity of 22,000 metric tons annually is under construction and should begin operations this year.

Growth in the production of organic chemicals lagged behind the aims of the Development Plan, but still grew by

11% in 1965. The biggest increases occurred in production of acetic acid, trichlorolethylene, formal, tartaric acid, and asphalt.

Last April, the Government declared production of ethylene and high-and-low density polyethylene to be of "preferential interest". In return for installing minimum annual capacities for these products, producers will be granted certain fiscal benefits and plant sites will be expropriated for their use. At present, none of these commodities is yet being produced.

The completion and opening of petrochemical complexes, with the exception of the Puertallano refinery, were behind schedule in 1965. However, as soon as all the plants now being constructed become operational, exportable production may actually exist in plastics, synthetic rubber, fertilizers, and synthetic fibers.

Drug output rose

The growth in output of plastics and plastic (synthetic) fibers was over 30% above the 1964 figures. The value of pharmaceutical production was estimated at $180 million, an 18% increase over 1964.

The Advisory Commission estimated total 1965 imports of chemical products at $370 million, compared with a revised figure of $292 million for 1964.

The most important imports were organic chemicals, $85 million; plastics, $52 million; fertilizers, $47 million; and plastic fibers, $34 million. As a supplier of chemical imports to Spain, the U.S. ranked third with 17% of the total.

Exports showed substantial growth in 1965, rising to $94 million, compared with $66 million in 1964. Almost one-third, or $33 million, was accounted for by exports of mercury; $15 million, or 15%, by fertilizers; and $7 million, or 7%, by plastic fibers. The U.S. became Spain's best customers for chemical exports, purchasing $14 million worth (half of which was mercury) in 1965, or 17% of the total.

GAS BURNERS

A license to manufacture gas governors and natural gas burners with modulator systems for domestic and industrial uses is sought by a British firm.

Write: H. A. O'Brien and Associates, 8 Widewater Court, Shoreham, Sussex, England. WTD.

Netherlands Antilles opens economic mission in N.Y.

The Government of the Netherlands Antilles has established an economic mission in New York to attract American industries to the islands.

The economy of the Antilles has been dependent for the last 4 to 5 decades on the operations of the Shell and Standard Oil Refineries, while recently the increased tourism in the Caribbean area added a satisfactory share.

The Antilles are offering numerous incentives to industries which locate there, especially those which employ significant numbers of local workers.

Since the Netherlands Antilles is an associate member of the European Economic Community an established American industry in the Netherlands Antilles has the advantage of exporting to the Common Market on a preferential tariff basis.

The flow of American investments to the Netherlands Antilles is not affected by President Johnson's program of voluntary investment restraint, since this area belongs to the less developed countries.

The islands have been autonomous in all but foreign and defense policy since 1954.

The economic mission's headquarters are at 866 United Nations Plaza, New York, N.Y. 10017.

HEAT EXCHANGERS

A French manufacturer of heat exchangers and industrial equipment seeks a license to make heat exchangers.

Established in 1949, the French firm has 130 employees and an annual volume of approximately $750,000.

Write: Etablissements Leclercq & Fils, 16 Rue Lefebvre d'Orval, Douai, Nord, France. WTD.

ELECTRONIC COMPONENTS

A British manufacturer of small turned metal parts and components for the electronics industry seeks a licensing arrangement with a U.S. firm interested in extending its market to the United Kingdom and Europe.

The British firm has approximately 45 employees and specializes in the production of miniature pins and sockets.

Write: Auto Precision Ltd., Ashton Vale Estate, 191 S. Liberty Lane, Bristol 3, England. WTD.

Lumber exporters discover wood chip market in Japan

Georgia-Pacific to make 20 shipments per year

The Georgia-Pacific Corp. and Mitsubishi Shoji Kaisha, a Japanese trading company, have entered into a contract calling for 20 shipments a year of wood chips to a Japanese pulp and paper mill.

Following the lead of Wyerhaeuser Co. and U.S. Plywood Corp. into "chip shipping," Georgia-Pacific's share is expected to amount to more than $2 million per year.

The first shipment left June 9 from Coos Bay, Ore., for Sapporo, on the Japanese Island of Hokkaido, where the chips will be converted into kraft paper for bags and wrapping paper by Daishowa Paper Manufacturing Co., Ltd.

Good future

Eiji Asai, a managing director of Daishowa Paper, sees a "very good future" for wood chips from Oregon's lumber industry in Japan's paper making industry. "What was once your waste," Portland's *Oregonian* quotes him as saying, "can be made into very acceptable and satisfactory kraft paper in Japan's pulp and paper plants."

"Coos Bay has long laid claim to being the world's largest lumber exporting port," says James W. Goodsell, Director of the Commerce Department's Portland Field Office, "and now we find large amounts of chips moving to Japan from that port."

Georgia Pacific's Coos Bay dock has a new $500,000 chip-loading facility. Company executive vice president Julian N. Cheatham points out, according to *The Oregonian*, that chip shipping will provide the area with "almost as much of a return in dollars as would a normal size pulp mill."

And company president Robert B. Pamplin says of the export potential for wood chips, "Certainly this is exciting. This is another step in the goal of our industry to utilize all the tree that nature grows."

Brazil declares fishing operations a 'basic industry'

Chartering agency established, port taxes lifted on fishing boats

The Government of Brazil has issued Decree 58,696 as a preliminary measure aimed at improving the climate for the development of the fishing industry pending the passage of a revised basic fishing law now in the drafting stage.

The present decree classifies fishing and fish processing as a "basic industry." In this connection, pertinent Brazilian Government agencies are directed to determine whether the industry can be granted special facilities in the fields of transportation, credit and export.

The decree also grants immediate advantages to the industry by lifting specified port taxes on fishing boats and by establishing a new regime for the chartering of foreign fishing boats.

1938 Fishing Code

Under the governing 1938 Fishing Code, the Brazilian Superintendency of Fisheries Development (SUDEPE) is required to concentrate its limited resources on social programs for fishermen. The present decree and the proposed code will lay the foundations for the creation of a major commercial fishing industry.

One of the aims of the proposed code is to attract more foreign capital into the fisheries industry by raising the permissible ceiling of foreign ownership of Brazilian fishing companies from the present maximum of 40% to a new maximum of 50%.

For copies of Decree 58,696 **write:** Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Guatemalans act to settle long-standing 'sterling debt'

The Government of Guatemala announced on July 20 that it had taken action to settle the long-standing foreign obligations popularly known as the sterling debt. These bonds consist of the unpaid portion of a Government bond issue which was largely repaid 20 years ago.

Some bond holders did not learn of the Government's previous intention to pay off the issue, and were unable to present their bonds for payment. Bond holders still hold title to outstanding bonds whose face value is $1.3 million. The Government, in accordance with two court decisions made in 1964, agrees to pay the face value of the outstanding bonds, plus interest as of July 1, 1964.

While the majority of the bond holders are Europeans, some American citizens do hold outstanding bonds. The Bank of Guatemala has been designated fiscal agent of the Government and will perform all operations included in settling these obligations.

Indian Government raises floor prices on various categories of mica goods

The Government of India has announced a new mica export policy imposing, effective last July 1, a 10% increase in the floor prices of various categories of block mica, condenser mica films, mica splittings, and mica scrap and waste.

The new floor prices are calculated on a F.A.S. (Free Along Side) basis and are exclusive of the 40% export duty which came into effect June 15, following India's devaluation of the rupee.

Other stipulations of the previous policy remain unchanged. These are the ban on exports of factory cuttings and the requirement that shipments of all categories of mica other than fabricated varieties be under irrevocable export letters of credit to the extent of 100% of the invoice value, inclusive of the export duty. Fabricated varieties include micanite, built-up mica, mica tapes, mica cloth, mica silk, mica paper, mica folium, mica cut or punched to specified sizes and shapes, and mica powder.

Chile raises prior deposits on lubricating oil imports

The Executive Committee of Chile's Central Bank recently announced that prior deposit requirements for the importation of lubricating oils have been raised from 5% to 1000%. This new requirement will affect lubricating oils in containers holding more than 200 liters, in bulk.

Mexico encourages border area firms

Temporary duty-free rights allowed some manufacturers

Machinery, equipment and raw materials, which are used by firms to establish border area industries for processing finished products exclusively for the export market, will be allowed temporary duty-free import and export privileges by the Mexican Government.

Firms desiring to undertake such operations on an individual or joint-venture basis should forward their proposals to the Ministry of Finance and the Ministry of Industry and Commerce for consideration and approval.

Some of the processing operations, which have been considered and/or may have been approved by these Ministries, include the production of shirts and moccasins, assembly of radio & TV sets, the manufacture of doors and windows, the assembly of various electronic components such as transistors and television tuners, and the assembly of automobile parts.

International routes financed by Lebanese vehicle taxes

The Lebanese parliament has approved increases in taxes on vehicles for the calendar year 1966. They include increases in fees for registration, license plates, and driver's licenses. From the total expected to be collected in additional fees, about $1.6 million is to be allocated to the municipality of Beirut as budgetary support to finance international routes which pass through the city.

For additional information **write:** The Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Germany opens new quota

Germany has opened a quota for beet sugar molasses from all countries other than EEC, Cuba and Southern Rhodesia. The last date for filing applications for import licenses is August 26.

Iraq announces investment program totaling $380 million

Major part of total allocated for direct Government investment; industries get largest share

The Iraqi Government has announced its Investment Program for fiscal year 1966-67 (April 1-March 30) totaling more than $380 million for the public sector plus a small amount for the repayment of loans and foreign obligations.

The major part of the total, over $357 million, is allocated for direct investment by the Government.

About one-third or $114 million of the funds are to be invested in the industrial field to complete several projects already underway and to begin new ones. Some of the major projects for which funds have been allocated are a glass factory, two rayon factories, a cotton textile factory, a sulphur extraction plant and a drug factory.

$83 million for agriculture

Expenditures of $83 million have been allocated for improvement in agriculture. Projects include water storage schemes, improvement of irrigation and drainage, mechanizaton, development of agricultural and animal wealth, and the drilling of artesian wells.

Transportation and communication have been allocated about $66 million for the improvement of facilities within Iraq. Included in the plan is the modernization of all modes of transportation while a substantial amount has also been set aside for telephone and telegraph projects and for radio and television.

Public works projects

The Government also has allocated $65 million for improvement of the public portion of the economy through public works projects such as the establishment of new hospitals, college buildings, housing projects and government buildings.

Implementation of the Investment Program will mean that there will be a substantial demand for foreign technicians and developmental goods by the Iraqi. Even if only 70% of the plan is realized as in the previous year, over $110 million will still be expanded in foreign exchange.

Saudi Arabia banking law brings country's regulations in line with other nations'

The Government of Saudi Arabia announced the promulgation of a new Banking Control Law on June 11. The law, which has been under preparation for a number of years, brings the Saudi banking laws more in line with those existing in most of the developed countries.

The major provisions of the law require that banks be organized as limited liability companies, prohibit banks from engaging in certain nonbanking businesses, prohibit persons or companies not chartered as banks from using the word "bank" in connection with their activities, prohibit banks from making unsecured loans to their directors and employees, and require banks to hold increased portions of their assets in liquid form.

The law also gives the Saudi Arabian Monetary Agency (SAMA) increased powers of regulation over the banks, including the right to inspect their books, the right in certain instances to approve candidates for appointment to directorships of banks, and the right to set minimum collateral requirements for loans.

For further information regarding specific sections of the new law, **write:** to the Near East-South Asia Division, OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

India exempts goods from export duties

India has exempted a number of items from export duty on shipments covered by forward contracts entered into on or before last June 5.

Commodities are cotton waste (all sorts), tea, black pepper, raw wool, coffee, de-oiled ground oilcake, de-oiled groundnut meal, tobacco unmanufactured, mica (all sorts), hides and skins, and leather (tanned and untanned). To gain exemption, goods must be exported on or before Oct. 31.

Portugal approves 7% transaction tax effective August 1

Medical, food supplies among nine items specifically exempted

The Portuguese Government recently approved a new transaction tax of 7% (Decree Law No. 47,066), which went into effect on August 1.

Products specifically exempt from the tax include medical supplies, energy fuels, fertilizers, aircraft for public use, pesticides, educational materials, most food items, and machinery, tools and other capital equipment to be used only in the production of merchandise. Certain luxury items, including antiques and collectors' items, jewelry, cosmetics, certain sporting goods, and watches and clocks, will pay a higher rate of 20%.

Tax levied on wholesale cost

The new tax will be levied, in principle, on the price charged by wholesalers. In the absence of independent wholesalers, the tax will be levied on the producers of the merchandise.

With regard to imported commodities, if the respective importer is a wholesaler or a producer, the tax will be levied at the last level before the retailer. Only in the cases where the importer is not a wholesaler or a producer will the tax be levied immediately by Customs at the time clearance of goods is made.

Consumption taxes revoked

The Decree Law also revokes current consumption taxes on the following commodities: luxury items, bottled beverages and ice cream, playing cards, perfumery and cosmetics, and brandy or alcohol originating from the distillation of wine, wine lees, and grape bagasse.

The overall effect of the new tax will be a virtually across-the-board increase in price for most non-food and non-medical products. The main goal of the tax should also be achieved—namely to fill a growing gap in the Portuguese tax system as a result of the continued tariff reductions under EFTA and GATT.

Commerce revokes German firm's export privileges

Two-year denial of rights imposed for violation of order

The Department of Commerce revoked the probation of a Wiesbaden, Germany, trading company and its husband and wife principals, and imposed a two-year denial of export privileges for violating an order entered last year in an export control case.

The parties involved are Caramant Industrial Trade Agency; its successor, Caramant Gesellschaft fuer Technik und Industrie m.b.H. & Co. K.G., and the husband and wife partners, Manfred Hardt and Carin Hardt, formerly Carin Hauck.

Illegal dealings in 1965

Iu July 1965, it was found that the parties had illegal dealings in U.S. goods, and they were denied the privilege of dealing in U.S. goods for one year. If they did not violate the order, they were to be on probation for the following two years.

Investigation by the Department's Bureau of International Commerce disclosed that on three occasions during the one-year denial period, Manfred Hardt had U.S. electronics equipment shipped from the U.S. to Caramant K. G., which he manages. Following these violations of the 1965 order, denial of export privileges was reimposed for two years—through July 20, 1968.

All licenses revoked

All outstanding export licenses in which the respondents have an interest are revoked. They are barred from export operations either directly or indirectly, and the same restrictions apply to any agents or employees.

The U.S. export regulations provide that without authorization from the Department of Commerce, no person may trade in commodities exported from the United States with a party he knows has been denied U.S. export privileges.

Guyana to modernize police force with U.S. equipment

The Government of Guyana plans to strengthen, modernize and expand its police force with purchases of $528,000 in the U.S.

Vehicles, patrol boats, communications equipment, weapons, and investigation and records equipment as well as training and technical services are among the items sought in the U.S.

The funds were granted to Guyana by the Agency for International Development. AID also granted $750,000 for road improvements.

The road project calls for the development of Guyana's Ministry of Works and Hydraulics' road maintenance capability so that by 1968 the entire system will receive adequate care.

Roads serving the coastal areas are for the most part in either unpaved or poor condition, because of inadequate maintenance in the past.

Firm to study Latin Market for consulting opportunities

Don Lebell Associates, Van Nuys, Calif., plans a $28,000 survey to seek management engineering consulting opportunities in Latin America.

The firm will assess technical and economic trends there and determine the availability of training facilities and personnel.

The Agency for International Development will pay the cost of the study if the company decides not to make an investment. The firm will pay the full cost if the survey is favorable.

Dominican ruling affects textile, motorcycle imports

The Dominican Republic Monetary Board, effective August 10, broadened the list of items for which the Central Bank will not approve applications for foreign exchange unless the goods affected are imported under letters of credit.

The principal products affected by this action are textiles and motorcycles. For information on the initial list of items on which this import restriction was imposed, see page 27 of IC issue of December 27, 1965.

Greek commercial newsletter turned over to private group; can now accept advertising

Private enterprise, in the form of the Hellenic-American Chamber of Commerce, has taken over the Commercial Newsletter published for the past 2½ years by the Commercial Officer of the U.S. Embassy in Athens.

The Chamber has converted the newsletter into a monthly, slick-paper printed magazine called Greek-American Trade, designed to appeal to businessmen in all cities of Greece.

It will continue to use new product items and similar features supplied by the Bureau of International Commerce in its monthly Commercial Newsletter Service to 95 U.S. Foreign Service posts for use in production of commercial newsletters.

It also will take advertising from both American and Greek firms, which the old Athens Commercial Newsletter was unable to do.

New York company invests $185,000 in Colombian firm

A $185,000 investment in Colombia by the American Radiator and Standard Sanitary Corp., New York, will be used for expanding a vitreous china plant owned by Manufacturas de Ceramica S.A. and to help increase the capital of another Colombian company making plumbing fittings and accessories.

The investment is guaranteed by the Agency for International Development and cover the New York firm up to $370,000 against losses from expropriation, war, revolution or insurrection and up to $370,000 against loss it might suffer in case it may not be able to convert local currencies into U.S. dollars.

HEATING EQUIPMENT

A Belgian manufacturer of radiators and boilers for heating systems seeks a license to produce convectors for central heating.

The company has about 350 skilled employees and its facilities are reportedly adequately equipped to undertake additional production.

Write: Usiness et Fonderies Saint Roch S.A., 34 Rue de la Gare, Couvin, Belgium. WTD.

Possibilities for investment look good in Tanzanian Government's report on diversified projects

Summary available to U.S. investors lists opportunities in construction, textiles, food products, wood industries

Summaries of a number of investment projects in Tanzania are contained in a recent report compiled by the Tanzanian National Development Corp. (NDC), a government facility engaged in the promotion of the economic development of Tanzania.

The list of specific projects, in which the NDC seeks participation from private investors, includes opportunities in such diverse fields as hotels and tourism, construction, mining, and agricultural processing. Additional projects worthy of investigation by U.S. investors are located in the food products, textiles and wood industries.

As a first step in the development of the tourist industry, the NDC, in cooperation with the private investment sector, plans to construct several hotels in both northern and eastern Tanzania. A major project would be the building of a tourist center in Dar es Salaam, which would contain facilities for airline offices, tourist agencies and other organizations associated with the tourist industry.

In the field of agriculture, the NDC is formulating plans for establishing 12 new ranches in the next four years and is considering the setting up of a dairy farm and the expansion of sugar and sisal producing areas. A prime project in the agricultural processing area is the expansion of the only plant in Tanzania currently processing cashew nuts. The facility presently handles 9,000 tons of cashews annually out of a total production of 60,000 tons.

Among the several projects now under consideration in the mining industry are the expansion of magnesite production, the development of phosphate deposits, and the construction of a kaolin processing plant.

To obtain a copy of the Tanzanian National Development Corporation's report, firms contemplating investment in Africa should write under company letterhead to: Bureau of International Commerce, Office of International Investment 876, U.S. Department of Commerce, Washington, D.C. 20230.

For more detailed information **write:** General Manager, National Development Corp., P.O. Box 2669, Dar es Salaam, Tanzania.

Mexican sewage treatment equipment manufacturer seeks license from U.S.

A Mexico City manufacturer of sewage treatment equipment seeks a license to produce equipment to treat sewage water for reuse in irrigation and fertilizing systems. Payment is preferred on a royalty basis.

The Mexican firm plans to supply the equipment to government and municipal agencies and private industry. Reportedly, there is a large potential market for this type of equipment in Mexico.

Established in 1959, the Mexico City company markets its sewage equipment in Mexico and exports to Central and South America.

Write: Lawsco Mex, S.A., de C.V., Apartado Postal 28519, Presidente Mazaryk No. 17, Mexico 5, D.F., Mexico. WTD.

PRINTING, PAPER MACHINERY

An Australian manufacturer of flexible printing and packaging equipment seeks a license to manufacture printing equipment and polythene, cellophane, and paper bag making machinery.

Write: Maddison & Bowman Pty. Ltd., 137 Highbury Rd., Burwood, Victoria, Australia. WTD.

ELECTRONIC COMPONENTS

A British manufacturer and distributor of electronic components and equipment seeks a license to make metal oxide film or high stability cermet resistors.

The British firm already produces carbon layer high stability resistors, but claims these are regarded as obsolete by British government agencies. According to the company, metal oxide and/or ceramic type resistors are favored in electronic equipment produced for government departments, because of allegedly improved reliability factors.

The company claims its sales organization covers the United Kingdom and various European countries.

Write: G. A. Stanley Palmer Ltd., Island Farm Ave., West Molesey Trading Estate, Surrey, England. WTD.

ELECTRONIC CONTROLS

A British manufacturer of specialized electrical and electronic control systems seeks a licensing arrangement with a U.S. firm to make similar products in England.

The British firm, a subsidiary of a large holding company, manufactures all types of complex control systems for use by the automotive, baking and cement industries and for various departments of the British Government. The company is currently engaged in the development of numerical control systems.

The firm claims its service personnel operate on a 24-hour basis from 15 offices strategically located throughout the United Kingdom.

Write: Staveley-Smith Controls, Ltd., Shepley Industrial Estate, Audenshaw, Manchester, England. WTD.

TEXTILE MACHINERY

A Belgian manufacturer of such textile equipment as weaving looms, spinning frames, and carding, picking, and twisting machines seeks a licensing or similar arrangement to produce special machinery for the textile industry.

The firm is also interested in making machinery for the non-woven textile industry and general industrial equipment including food processing machinery and equipment for the cardboard packaging of liquids.

Reportedly, the Belgian company has installed complete textile mills in Africa, South America and the United States.

Write: Ateliers Houget-Duesberg-Bosson, 2 Rue Fernand Houget, Verviers, Belgium. WTD.

Indian laboratory seeks aid, venture

An Indian laboratory currently producing blood serums, human plasma, and chemical and biological diagnostic reagents seeks to expand and diversify its operations through a joint venture with an experienced U.S. firm.

Total cost of the project is estimated at $66,650. A U.S. participant is requested to provide $13,330, plus technical assistance in return for equity.

Plans call for moving production facilities from Bombay to a new site at Talopa, where water, electricity and transportation are available. Blood required for producing serum and plasma is also available in the area, according to the Indian firm. However, bovine albumin and certain chemicals would have to be imported.

Currently, the laboratory supplies hospitals, medical laboratories and research institutions in India and exports part of its production to the U.S., West Germany, Italy and Japan. Under the planned expansion, about 80% of total production would go to the export market.

Reportedly, the laboratory is well equipped and staffed by qualified personnel.

Write: Bharat Laboratories, 534 Sandhurst Bridge, Bombay 7 WB, India. WTD.

Singapore seeks used plant equipment in joint venture

Singapore's Economic Development Board plans on establishing a builders' hardware plant either independently or as a joint venture with a U.S. firm. The Board is particularly interested in locating a medium sized U.S. hardware manufacturer who has such manufacturing facilities as tools and dies for sale or might consider offering them as participation in return for equity in a joint venture.

A firm is sought with a record of success in the industry, producing such residential hardware items as lock-sets, latches, hinges, bolts and door-pulls. These should be well designed products and all pertinent engineering data for their manufacture should be made available to the purchaser or joint venture partner.

Firms interested in following up this opportunity should **write:** Economic Development Board, Fullerton Bldg., P.O. Box 2692, Singapore, Singapore, Attn: Mr. Curt F. Knepell.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $2 each from the U.S. Department of Commerce, Bureau of International Commerce (BIC-916), Rm. 6323, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing U.S. Department of Commerce, BIC-878, Rm. 1520, Washington, D.C. 20230.

Malta shoe manufacturer seeks venture to expand

A Maltese producer of shoes and leather goods seeks to expand operations and increase production through a joint venture with an experienced U.S. shoe company.

The firm has about 120 employees and currently manufactures approximately 1000 pairs of shoes a day, exporting the bulk of its production to the United Kingdom, Libya and Sweden.

Reportedly, the firm is building a modern plant measuring 18,000 square feet. It recently imported new machinery in the amount of $58,000.

U.S. footwear manufacturers interested in additional information about this proposal should **write:** Cordona & Co. Ltd. Industrial Estate, Imriehel, Malta. WTD.

Belgian producer seeks agreement to manufacture U.S. firm's food products

The Belgian food producer, Compagnie Liebig S.A. of Antwerp, is seeking a manufacturing agreement with a U.S. firm instead of a joint venture or licensing arrangement (see INTERNATIONAL COMMERCE, June 27, p. 38).

The firm has excess capacity and seeks a U.S. firm interested in having its food products manufactured under their brand names in the Antwerp plant.

Write: Compagnie Liebig S.A., 54 Ste. Kathelijnevest, Antwerp, Belgium. WTD.

SAFES AND STRONG BOXES

A German manufacturer of all types of safes and strong boxes seeks a licensing arrangement with a U.S. producer of these items.

The firm has approximately 60 employees and annual sales of $1.2 million. Reportedly, production and sales have increased 40% in the past two years.

The owner of the German firm is prepared to visit the U.S. during the latter part of November to discuss any interesting proposals made by U.S. firms in response to this announcement.

Write: Hermann Verlohr, Geldschrankfabrik, 31 Kommandantenstrasse, 41 Duisburg, Germany. WTD.

INDUSTRIAL CONTROLS

A large London manufacturer of relays seeks to produce reeds for relays under license or to purchase reeds directly from a U.S. manufacturer. The British firm would also consider a cross licensing arrangement with a U.S. company.

In addition to supplying relays to industry, the firm furnishes these items to various British Government departments and the Central Electricity Generating Board.

Write: Keyswitch Relays Ltd., 120-132 Cricklewood Lane, London, N.W. 3, England. WTD.

ELECTRICAL MEASURING EQUIPMENT

A license to produce electrical measuring, recording and control equipment is sought by a British firm currently manufacturing signalling and control equipment for the petrochemical and mining industries.

Write: John Davis and Son (Derby) Ltd., All Saints Works, Derby, England. WTD.

Lebanese military housing project open to proposals for financing, execution

The Commander in Chief of the Lebanese Army wishes to contact U.S. construction firms which might be interested in a project to build 6,800 low cost individual apartment units averaging 80 square meters each. The units will house junior officers and enlisted men, in several urban areas in Lebanon, near military barracks.

Construction costs are estimated by the local military authorities at 90 Lebanese lb. (approx. U.S. $29) per square meter and totaling approximately 49 million lb. ($15,806,450 at the current rate of exchange) for the whole project over a three year period.

Proposals for financing and execution of this project are also invited. The land will be provided as well as part of the construction costs. The required loan of 44,880,000 lb. (approx. $14,477,000) will be guaranteed by the Lebanese Government and is reimbursable over a 10-year period.

This is not an invitation to tender, and definite offers are not required at this time.

The military authorities wish to locate large building firms willing to participate in projects of this nature, and request they communicate with or write to: Commandement Superior de l'Armee Libanaise (IX Bureau) Beirut, Lebanon.

Water purification equipment bids requested by Iraq

The Embassy of Iraq invites bids from U.S. manufacturers on the supply of trailer mounted water purification set, with filtering capacity of 3,000 imperial gallons per hour. This equipment is for demineralization, filtration and bacteriological purification rather than for desalination.

Prices and technical and descriptive material should be forwarded at the earliest possible date to the Embassy of the Republic of Iraq, Office of the Armed Forces Attache, 3510 Garfield St. NW., Washington, D.C. 20007.

New TV stations in Uruguay will need various equipment

TV channel rights have recently been awarded to thirteen principal interior cities of Uruguay. To coordinate their future operations, an association called TIA "Televisoras Asociadas del Interior" has been formed. It is planned that station equipment will be purchased through the association.

These stations will require vidicon studio cameras, video and audio equipment, studio lighting equipment, telecine equipment, synchronizing generators, control and monitor equipment, test equipment, television transmitters (50 to 500 watts), VHF antenna system, antenna towers.

U.S. firms wishing to contact the association or its individual members may write to Ing. A. T. Kechker, Casilla de Correo 247, Montevideo, Uruguay.

Principal parties to contact for the authorized channels are: Maria Gonzalez de Gonzalez Moreno, channel 3, Colonia Carmelo; Maria E. Salvo de Martinez Arboleya, 12, Fray Bentos (has connections with Montevideo channel No. 4); Alfonso M. Ordoqui, 3, Paysandu; Carlos A. Gelpi, 8, Salto; Luis Murillo, 3, Artigas; Dr. Carolino Alvez, 10, Rivera; Luis S. Dini, 7, Tacuarembo; Ruben D. Lucas, 12, Melo; Martin Ois, 11, Treinta y Tres; Dr. Luis Segui Gonzalex, 13, Minas; Ing. Francisco Elices, 7, Rocha; Adolfo Zamora, 9, Maldonado; and Silvestre Landoni, 9, Paso de los Toros.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-5551.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. VA 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2038 Federal Building, 300 South St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 2235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Greece invites bids on steel tie plates, clips, clip bolts

The Ministry of Commerce, 4th State Purchases Directorate, 50 Socratous St., Athens invites bids by Sept. 5 for 2,100 tons of steel tie plates, clips and clip bolts included in Tender No. 4/536/66.

A copy of the tender documents in Greek and English (drawings in Greek only) is available on a short term loan basis to firms located in the United States from the Iron and Steel Division, BDSA-642, U.S. Department of Commerce, Washington, D.C. Telephone: 202-WO 7-2363.

Planning aid sought to build Japanese shopping center

A major private Japanese railway company is seeking planning assistance for the development of a large shopping center to service a new satellite city scheduled for construction completion by late 1969. The company has indicated that it will need basic assistance in the form of charts, diagrams, models, etc., for planning the shopping center.

The satellite city has a planned population of about 300,000 and is located about 35 kilometers from downtown Tokyo on the railway company's main line. The central feature of the proposed shopping center will be a large department store operated by the railway company's wholly-owned subsidiary. Other businesses and services in the center might include a post office, medical clinic, automobile repair and service facilities, laundry and drycleaning, one or two other department stores, variety stores, drugstores, one or more markets, restaurants and theaters.

Write: Mr. T. Kawasaki, Odakyu Electric Railway Co., Ltd., No. 28-Chome, Yoyogi, Shibuya-Ku, Tokyo, Japan.

Tender translation available on Ecuador's bridge tender

Ecuador's Guayas Road Commission has issued an unofficial translation of the call for bids for construction of the Guayas bridge over the Daule and Babahoyo rivers. (INTERNATIONAL COMMERCE, Aug. 8, p. 18).

Bid proposals in Spanish must be submitted before 4 p.m. local time, Sept. 15 to the Secretariat of Comite de Vialidad del Guayas, P.O. Box 4182, Guayaquil, Ecuador.

A copy of the tender translation is available to interested firms located in the United States from the U.S. Department of Commerce, Building Materials and Construction Industries Division, BDSA-564, Washington, D.C. 20230. Telephone: 202-WOrth 7-3601.

Bids sought by Ethiopia on steel rails, fastenings

The Director General, Franco-Ethiopian Railway Co., Addis Ababa, Ethiopia, invites bids by Oct. 15 on Tender No. 70.048 RS/66 for 1,732 rails, 15 meters long; 19,500 straight metal sleepers (ties); 79,600 clips; 79,600 clip bolts and 79,600 washers.

Specifications are available, on a sale basis only, from the above company upon payment of $.Eth. 175 for rails and sleepers; $.Eth. 50 for the fastenings and $.Eth. 225 for all the material. One Ethiopian dollar is equal to U.S. $0.40.

Pakistan extends deadline on microwave system bids

The Director General, Pakistan Telegraph and Telephones, has extended the bid deadline for the East Pakistan Microwave System from 10 a.m. Aug. 15, to 9:15 a.m. Sept. 15. Tenders will be opened at 9:30 a.m. the same day.

World Trade Opportunities Continued to page 36

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

151 General building contractors

• **ECUADOR**—Invites prequalification of firms interested in bidding on Contract No. 1 for construction of the first stage of the Pita-Tambo Quito water supply project to be financed under the provisions of an Inter-American Development Bank loan of U.S. $12 million. Prequalifications required under the Ecuadorean Law of Tenders; firms must furnish documents attesting to their technical capacity, moral and financial solvency before the deadline 5 p.m., Sept. 2. Document forms available free of charge from the Empresa de Agua Potable de Quito, P.O. Box 1370, Quito.

• **IRAQ**—Engineering, supply of materials and construction of either or both of the following: Part No. 1, complete pumping station: ancillary plant and equipment at Daura Refinery and installation of 6 pipelines including materials and control of facilities for the pumping of oil products from refinery to the oil depot at Za'afaraniyah. Part No. 2, complete installation of a modern oil depot for the storage and distribution of oil products and automatic filling stations for road tankers, rail tank cars and river barges. Also construction of several buildings, roads, offsite facilities and utilities systems. Tender No. 14/66, deadline Nov. 1 to submit bids with accompanying deposit of U.S. $294,000 for Part I and $574,000 for Part II. Oil Planning and Construction Administration, Oil Distribution Depot at Za'afaraniyah, Ministry of Oil, Baghdad. Tender documents may be inspected at Iraq Embassies in London, Paris, Rome, Moscow, Tokyo, Prague and Washington, D.C., and at the consulting engineers' office Petrole-chimie Engineering, No. 5 Rue Taylor, Paris 10e, France. Tender documents may be purchased for U.S. $280 from either the issuing authority or from the consulting engineers. Copy of tender announcement only.★ (Telephone: 202-WO 7-3601).

196 Small arms ammunition

FRANCE—Small arms ammunition, accessories and supplies for sportsmen, chiefly ammunition suitable for amusement guns and sporting rifles. Direct purchase in small lots and agency for region. Requests replies in French. Comptoir Carolo (Emile Linchet) (dealer), 27 Rue Clement-Thomas, 33 Libourne, Gironde. WTD 7/20/66.

201 Meat products

FRANCE—Rabbit skins, waste pelt materials and split fleshings suitable for the production of animal glue of good quality. Wholesale importation by lots of 10 or 20 metric tons, in bales. Etablissements Briancon (producer, wholesaler), 32bis Rue Saint-Laurent, 31 Toulouse, Haute-Garonne. WTD 7/20/66.

GUYANA—Pickled meats in brine packed in barrels. Cho Chin Co. (importer), 3 Lombard St., Georgetown. WTD 7/11/66.

ITALY—Bovine, pork and chicken dehydrated meals. Requests replies in Italian. I.D.A. s.r.l. (manufacturer, importer), Corso Acqui 10, Alessandria. WTD 7/19/66.

203 Canning, preserving foods

AUSTRALIA—Foodstuffs, in consumer packs, and raw materials connected with the grocery trade. W. K. King Pty. Ltd. (importer, wholesaler, agent), 33 Macquarie Place, Sydney, N.S.W. WTD 7/22/66.

ENGLAND—Canned foods such as shrimp, tuna fish, salmon, corned beef, ox tongues, chicken products, fruits. S. Daniels and Co. Ltd. (importer, distributor), Oxford House, 15 Crosswall, London, E.C.3. WTD 6/30/65.

Iraq extends bid deadline on garbage conversion plant

The Municipality of Baghdad, Ministry of Municipalities and Works, Baghdad, Iraq, has extended the bid deadline from July 10 to Oct. 16 for the supply, construction, and operation of a 600-ton per day plant to convert garbage into organic fertilizer. (INTERNATIONAL COMMERCE, May 2, p. 38).

New deadline set on HF radio expansion project in Pakistan

The Director General, Pakistan Telegraph and Telephones, has extended the bid deadline for the H.F. Radio Expansion Project from 10 a.m. Aug. 22, to 9:15 a.m. Sept. 22. Tenders will be opened at 9:30 a.m. the same day.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

FRANCE—Gherkins in brine ("cornichons en saumure"), new crop, of good classified qualities and standard commercial sizes. Direct purchase. Price quotations requested for large-size shipment. Georges Dubedout Fils & Co. (Etablissements) (importer, wholesaler, agent), 30 Allees d'Orleans, 33 Bordeaux, Gironde. WTD 7/19/66.

GUYANA—Dried fruits such as raisins, sultanas, currants, prunes. Cho Chin Co. (importer), 3 Lombard St., Georgetown. WTD 7/11/66.

SWITZERLAND—Salmon eggs, 1st quality, canned in illustrated glasses, weighing approx. 80g (net). Agency and direct purchase. H. Tellalian (importer, wholesaler), 1 rue de Cornavin, 1201 Geneva. WTD in preparation.

TRUCIAL STATES—Canned fruits, vegetables, juices, meat and seafoods. Direct purchase and agency. Saleh General Trading Co., P.O. Box 1486, Dubai. WTD 5/8/66.

204 Grain mill products

FRANCE—Prepared livestock feeds. Etablissements Schmitt-Jourdan (manufacturer, importer, wholesaler), 22 Rue de la Tourelle, 92 Boulogne s/Seine- Hauts de Seine. WTD 4/13/66.

207 Confectionery

AUSTRALIA—Raw materials for manufacturing confectionery factories. W. K. King Pty. Ltd. (importer, wholesaler, agent), 33 Macquarie Place, Sydney, N.S.W. WTD 7/22/66.

209 Food preparations

AUSTRALIA—Raw materials for the pastrycook trade. W. K. King Pty. Ltd. (importer, wholesaler, manufacturer), 33 Macquarie Place, Sydney, N.S.W. WTD 7/22/66.

FRANCE—Soybean oil, and byproduct cake and meal. Requests replies in French. Huileries de Chauny (manufacturer, dealer), 14 Rue Alexandre Bachelet, Seine-St-Denis (93), Mailing address: Booite Postale No. 56, St-Ouen-Principal, 93. WTD 4/6/65.

PAKISTAN—Tallow for use in the soap industry; cottonseed oil and soybean oil. Requests quotations c. & f. Karachi. Direct purchase and agency. Pakistan Oil Products (importer), Rambharti St., Khori Garden, Karachi. WTD 6/8/66.

220 Textile mill products

AUSTRALIA—Woolen, worsted, cotton and rayon piece goods for men's and women's clothing. Direct purchase and agency. Eric Goodwill Pty. Ltd. (importer, wholesaler), 289 Flinders Lane, Melbourne, C.1, Victoria. WTD 7/15/66.

221 Broad woven fabric mills, cotton

HONG KONG—Inexpensive cotton piecegoods, 36 and 44 inches in width, plain, striped or patterned. Request samples, prices c. & f. Hong Kong. Mr. J. R. T. Nunn, Materials Dept., Whiteaway Laidlaw & Co., Ltd., 18-20 Connaught Rd. Central, Hong Kong. WTD 11/25/62.

Towelling, cotton, in rolls; finished cotton towels, bath and hand sizes. Woodard Textile Manufacturing Co., Ltd. (manufacturer, wholesaler, exporter), 1405-6 Takshing House, 20 Des Voeux Road Central, Hong Kong. WTD in preparation.

NEW ZEALAND—Upholstery fabrics for the furniture trade, weights over 6 oz. per sq. yd. of natural or man-made fibers or mixtures. Samples and quotes on a c.i.f. basis requested. Managing Director, Reid & Twiname Ltd. (importer, wholesaler), P.O. Box 1155, Auckland, C.1. WTD 7/18/66.

223 Broad woven fabric mill, wool

THAILAND—Furniture upholstery fabrics. Requests state delivery date, catalogs c.i.f. price quotations. Sethasumpun Yotha Ltd. Part., 869/1 Petchburi Rd., Bangkok. WTD in preparation.

228 Yarn, thread mills

IRAQ—Nylon and rubber thread: 1500 kgs., 100/2 denier, Helanka stretch dyed; 500 kgs., 60/2 denier, Helanka stretch dyed; 200 kgs., d-0.25 mm denier, rubber thread (elastic). Cotton, 1000 kgs., 40/2 count of yarn (metric), No. of turns per meter—400-450, dyed after bleaching. Yarn, 3000 kgs., 65/2 count of yarn (metric), No. of turns per meter—540, mercerized, dyed after bleaching. Sewing thread, 150 kgs. each of 50/3 and 60/3 count of yarn (metric), in different colors supplied on cones. Wool: 2000 kgs., 32-2 count (metric), 200-220 turns per meter, dyed; 2000 kgs., 28/2 count (metric), 170-200, dyed; 1000 kgs., 17/2 count (metric), 150 turns per meter, dyed. Mixed wool (70% wool, 30% polamine, dyed), 4000 kgs., 32/2 count (metric), 220 turns per meter; 500 kgs., 28/2 count (metric), 200 turns per meter, (after spinning), dyed, dralon. Requests quotations per kilo c. & f. Baghdad, delivery time, samples and color catalog. The General Knitting Co. (government agency), The State Organization of Industry, Kut.

229 Textile goods

IRAQ—Supply of 1⅛" cotton fiber. Tolerance ±1/10". Mosul Textile Manufacturing Co. (Nationalized) (government agency), Mosul.

230 Apparel

TRUCIAL STATES—Men's, boys', girls' and women's clothing of all kinds. Direct purchase and agency. Saleh General Trading Co., P.O. Box 1486, Dubai. WTD 5/8/66.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Men's and boys' suits, coats, overcoats. Cotariel (importer, manufacturer, wholesaler), 31 Rue des Jeuneurs, Paris, 2e. WTD 6/3/66.

NETHERLANDS—Men's ready-made suits and sportswear. Direct purchase, exclusive agency. Vanderwijks Verkoopmaatschappij. N.V. (importer, wholesaler), 399 Singel, Amsterdam. WTD 7/12/66.

232 Men's, youths', boys' furnishings

FRANCE—Men's and boy's shirts, including polo and sports shirts, separate trousers. Cotariel (importer, manufacturer, wholesaler), 31 Rue des Jeuneurs, Paris, 2e. WTD 6/3/66.

NETHERLANDS—Men's ready-made trousers. Direct purchase, exclusive representation required. Vanderwijks Verkoopmaatschappij N.V. (importer, wholesaler), 399 Singel, Amsterdam. WTD 7/12/66.

233 Women's, misses', juniors' outerwear

FRANCE—Women's and misses' blouses, dresses, suits, skirts and coats. Cotariel (importer, manufacturer, wholealer), 31 Rue des Jeuneurs, Paris, 2e. WTD 6/3/66.

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If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

234 Women's, misses', children's, infants' under garments

TRUCIAL STATES—Women's, misses', children's, infants' undergarments. Direct purchase and agency. Saleh General Trading Co., P.O. Box 1486, Dubai. WTD 5/8/66.

236 Girls', children's, infants' outerwear

FRANCE—Girls' and children's dresses, blouses, coats and suits. Cotariel (importer, wholesaler, manufacturer), 31 Rue des Jeuneurs, Paris 2e. WTD 6/3/66.

237 Fur goods

FRANCE—Fur coats and other garments; accessories and trimmings, made of fur. Cotariel (importer, wholesaler, manufacturer), 31 Rue des Jeuneurs, Paris 2e. WTD 6/3/66.

238 Apparel, accessories

FRANCE—Men's and women's robes and dressing gowns; raincoats of rubberized fabrics or cellophane. Cotariel (importer, wholesaler, manufacturer), 31 Rue des Jeuneurs, Paris 2e. WTD 6/3/66.

240 Lumber, wood products

GERMANY—Lumber, cut and dressed. Carolina pine, Oregon pine and pitch pine. Requests price quotations c.i.f. Rotterdam. Direct purchase and agency. Johann Cremer GmbH. & Cie. KG (importer, wholesaler), 47 Hauptstrasse, 502 Frechen bei Koeln. WTD 7/28/66.

Walnut, oak and ash round lumber for the manufacture of veneers. Requests price quotations c.i.f. Rotterdam. Requests replies in German. Gegewerke GmbH., Moebel-, Sperrholz- und Furnierfabriken (importer, wholesaler, manufacturer, exporter), Postfach 9, 4179 Weeze-Ndrh. WTD 7/22/66.

Walnut round lumber for the manufacture of veneers. Requests price quotations c.i.f. Bremen. Request replies in German. Otto Jahn, Furnierwerk (importer, wholesaler, manufacturer, exporter), 44 Briloner Strasse, 4770 Soest/W. WTD 7/22/66.

251 Household furniture

SAUDI ARABIA—Household furniture of all kinds. Wants catalogs and price lists. Aluminum (importer, manufacturer), P.O. Box 465, Jidda. WTD 7/14/66.

262 Paper mills

BAHRAIN—M.G. kraft pure rubbed paper, toilet paper, jumbo rolls for making toilet paper rolls, embossed paper for making kitchen towel rolls, and M.F. sack kraft paper of 70 grams substance. H. M. Maskati and Brothers, P.O. Box 24, Bahrain. WTD 5/21/66.

264 Converted paper products

ENGLAND—P.V.C. paper-backed wallpapers and wallcoverings. Direct purchase and agency. Mr. F. Pollach, F.P. (Building Products) Ltd. (sales agent), 91 Etchingham Park Rd., Finchley, London, N.3. WTD 7/20/66.

272 Periodicals

FRANCE—Scientific, medical, technical periodicals. Direct purchase and agency. Librairie des Sciences et Techniques Francaises & Etrangeres (importer, retailer), 24 Rue des Ecoles, Paris 5. WTD 9/8/65.

273 Books

FRANCE—Scientific, medical, technical books. Direct purchase and agency. Librairie des Sciences et Techniques Francaises et Etrangeres (importer, retailer), 24 Rue des Ecoles, Paris 5. WTD 9/8/65.

281 Industrial chemicals

● **COLOMBIA**—Sodium silicofluoride, 50 metric tons, for water treating. Tender and specifications may be obtained upon request to the issuing authority at no cost. Bid deadline Aug. 29. Empresas Publicas de Medellin, Seccion de Importaciones, Edificio Miguel de Aquinaga 607, Medellin, Colombia.

ENGLAND—Chemical and plastics raw materials and fibers. Direct purchase and agency. Chemicals Trading Co. Ltd. (importer, sales agent), 25 Berkeley Square, London, W.1. WTD 1/15/65.

GERMANY—Chemical and pharmaceutical raw and intermediate products like glycoles, glycole ether, amines, solvents, quartane ammonium compounds, resins for the cosmetics, paper, rubber, textile industries. KVC Chemie-Vertrieb GmbH. (importer, wholesaler), Grimm 10, 2 Hamburg 11. WTD 12/13/65 on Otto Krahn.

SWITZERLAND—Chemicals especially for the use in the lacquer and varnish industry. Direct purchase and agency. Durofer Ltd. (importer, manufacturers' representative), Rosenbergstr. 10, 9001 St. Gallen. WTD 7/11/66.

282 Synthetic materials

AUSTRALIA—Laminated plastic sheets and vinyl upholstery fabric for use in manufacture of kitchen and dinette furniture. Kopec Furniture Co. Pty. Ltd. (importer, manufacturer, distributor), 280 Brunswick St., Fitzroy, Victoria. WTD 3/12/65.

FRANCE—Plastic materials for plastic and varnish industries. Etablissements Schmitt-Jourdan (manufacturer, importer, wholesaler), 22 Rue de la Tourelle, Boulogne s/Seine, Hauts de Seine (92). WTD 4/13/66.

PAKISTAN—Plastic prospex sheet in standard size sheets; bakelite powder. Fazal Karim & Sons (manufacturer), Circular Rd., Sialkot, West. WTD 7/21/66.

VENEZUELA—PVC sheeting, .3mm, .4mm, and .5mm thicknesses, in a large variety of colors, designs and surface finishes for use in advertising novelties, album covers, wall coverings, etc. Maquinarias Remmers, S.A., Apartado 10691, Caracas. WTD 6/12/66.

283 Drugs

HONG KONG—Antibiotics, in vial or tablet form; parenteral products. Luen Cheong Hong, Ltd. (importer, exporter, wholesaler, retailer), 210 Chartered Bank Bldg., Hong Kong. WTD in preparation.

284 Soap, detergents, cleaning preparations, cosmetics

FRANCE—Synthetic organic detergents; inorganic alkaline detergents, new types of detergents; dry cleaning preparations. Cotariel (wholesaler, manufacturer, importer), 31 Rue des Jeuneurs, Paris, 2e. WTD 6/3/66.

Dry cleaning preparations; cosmetic lotions and oils; tooth pastes and powders; perfumes (natural and synthetic). Etablissements Schmitt-Jourdan (manufacturer, importer, wholesaler), 22 Rue de la Tourelle, 92 Boulogne s/Seine- Hauts de Seine. WTD 4/13/66.

285 Paints, varnishes, lacquers, enamels

FRANCE—Paints (in paste and ready mixed form); varnishes; paint and varnish removers; paint brush cleaners and allied paint products. Etablissements Schmitt-Jourdan (manufacturer' importer, wholesaler), 22 Rue de la Tourelle, 92 Boulogne s/Seine- Hauts de Seine. WTD 4/13/66.

287 Agricultural chemicals

● **MOZAMBIQUE**—Carbaryl/DDT (4:8) wettable powder, 178,000 kgs.; carbaryl/DDT (40:40) wettable powder, 55,000 kgs.; DDT, 75% wettable powder, 2,500 kgs. Tender No. 3/1966, bid deadline Aug. 30. Instituto do Algodao de Mocmabique, Caixa, Postal 806, Lorenco Marques.★ (Telephone: 202-WO 7-3910).

289 Chemical products

FRANCE—Laundry sours and tablets; household dyes. Etablissements Schmitt-Jourdan (manufacturer, importer, wholesaler), 22 Rue de la Tourelle, 92 Boulogne s/Seine—Hauts de Seine. WTD 4/13/66.

Printing ink, all kinds. Direct purchase and agency. Societe des Produits pour l'Industrie et l'Agriculture—S.P.I.A. (importer, dealer, agent), 11 Rue de Provence, Paris, 9e. WTD 5/25/66.

Water-proofing compounds; boiler and heat insulating compounds; metal, oil and water treating compounds. Direct purchase and agency. Societe Industrielle d'Equipement Mecanique (SIEM) (importer, dealer), 1 Rue Villaret-de-Joyeuse, 75 Paris, 17e. WTD 5/17/66.

291 Petroleum refining

● **BURMA**—Aviation gasoline; 6,800 long tons 100/130 grade, bulk; and 1,800 drums, (80/87 octane), 44 imperial gallon drums; four 3-monthly periods of the Burmese fiscal year 1966/67. Tender No. PAYALA/YAUNG/LAYA/3, bid deadline Sept. 15. Marketing Manager, People's Oil Industry, P.O. Box No. 1049, 622 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2355).

299 Products of petroleum, coal

FRANCE—Oil-additives and treating compounds of good quality suitable for the production of lubricating oils and greases for aircrafts, automobiles, and industrial uses. Price quotations requested for large tonnage shipment (up to 400 metric tons) direct from well-established and specialized producers. The importing firm is reportedly well-equipped and in a position to receive large quantities of merchandise in bulk. Mrs. Ardiot (wholesaler), 18 Rue Gaston-Monmousseau; Batiment D-94; 75-Ivry-sur-Seine. WTD 11/16/65.

Lubricating greases and oils, not made in petroleum refineries. Etablissements Schmitt-Jourdan (manufacturer, importer, wholesaler), 22 Rue de la Tourelle, 92 Boulogne s/Seine-Hauts de Seine. WTD 4/13/66.

306 Fabricated rubber products

FRANCE—Waterproof garments. Cotariel (importer, manufacturer, wholesaler), 31 Rue des Jeuneurs, Paris, 2e. WTD 6/3/66.

307 Plastics products

FRANCE—Plastic tableware. Cotariel (manufacturer, wholesaler, importer), 31 Rue des Jeuneurs, Paris, 2e. WTD 6/3/66.

Teflon items, such as teflon gaskets: solid and envelope type. Direct purchase and agency. Societe Industrielle d'Equipement Mecanique (SIEM) (importer, dealer), 1 Rue Villaret-de-Joyeuse, 75 Paris, 17e. WTD 5/17/66.

Teflon hose for the chemical industry. Direct purchase and agency. Societe des Produits pour l'Industrie et l'Agriculture—S.P.I.A. (importer, dealer), 11 Rue de Provence, Paris, 9e. WTD 5/25/66.

Plastic containers for the pharmaceutical industry; plastic packagings. Etablissements Schmitt-Jourdan (manufacturer, importer, wholesaler), 22 Rue de la Tourelle, Boulogne s/Seine, Hauts de Seine (92). WTD 4/13/66.

● **IRAQ**—Supply of transparent plastic water tumblers, conical shape, capacity 300 cc., 15,000 pieces. Tender No. 44/66, bid deadline Sept. 18. Sample required, also cash deposit or bank guarantee in amount of 7%. Ministry of Health, Directorate General of Medical Supplies, Baghdad.★ (Telephone: 202-WO 7-4698).

317 Handbags, personal leather goods

NETHERLANDS—Wallets, key cases, coin

and costume purses, leather desk sets and office items, leather giftware. Dutch and Oriental Trading (manufacturer, importer), P.O. Box 597, The Hague. WTD 7/13/66.

322 Glass, glassware

FRANCE—Glassware used for lighting purposes; glass insulators. Direct purchase and agency. Comptoir Electro-Industriel du Maine (importer, wholesaler), 82 Rue Grande Maison, 72 Le Mans. WTD 12/22/65.

PAKISTAN—Tubing to manufacture hypodermic glass syringes of 2, 3, 5, 10, 20, 30 c.c. G.T. Surgical Ltd. (importing distributor, manufacturer), Commissioner Rd., Sialkot, West. WTD 7/21/66.

324 Cement, hydraulic

● **BURMA**—24,000 drums cement, rapid hardening portland to B.S. 12/1958 or equivalent, in steel drums of or near 375 lb. net each; 12,000 drums cement waterproofing compound, drums of 28 lb. net each. Quote net prices, standard export packing, delivery within three months after opening bid and credit letter. Tender No. 102/CONST/PWC/66-67, bid deadline 4 p.m., Sept. 9. Director of Engineers, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Dagon P.O., Rangoon. Cable: DTEWORKS★ (Telephone: 202- WO 7-3601).

327 Concrete, gypsum, plaster products

● **JORDAN**—Reinforced concrete pipes bid deadline extended from July 5 to Sept. 1. Pipe for construction of secondary sewage network for City of Amman. (INTERNATIONAL COMMERCE, June 6, p. 34). Tender documents available from Tender Office, City of Amman, Municipality Building, P.O. Box 132.

329 Abrasive, asbestos,nonmetallic mineral products

FRANCE—Asbestos products for waterproofing, insulating materials for covering boilers and pipes; gaskets: gas-tight. Direct purchase and agency. Societe Industrielle d'Equipement Mecanique (SIEM) (importer, dealer), 1 Rue Villaret-de-Joyeuse, 75 Paris 17e. WTD 5/17/66.

GERMANY—Abrasive wheels, diamond and abrasives diamond, except wheel, f.o.b. U.S. ports. Requests replies in German. Erhard Baffy (wholesaler, manufacturer, agent), 19 Vorm Obernberge, 4811 Oerlinghausen. WTD 7/13/66.

Abrasive-coated paper and linen, for finishing wood, metal, plastics, etc., in rolls, belts, and sheets, top qualities only. Samples requested. Exclusive distributorship or agency. Gerhard Assmann (importer, wholesaler), Unter den Linden 46, 282 Bremen-St. Magnus. WTD 3/22/65.

PAKISTAN—Grinding wheels, stone; emery powder, emery salts, lustre; polishing compositions for cleaning and polishing stainless steel surgical instruments. G. T. Surgical Ltd. (importing distributor, manufacturer), Commissioner Rd., Sialkot, West. WTD 7/21/66.

SAUDI ARABIA—Ceiling tiles. Requests catalogs and price lists. Aluminum (importer, manufacturer), P.O. Box 465, Jidda. WTD 7/14/66.

331 Steel mill products

AUSTRALIA—Seamless metal tubing (plated and unplated) for use in manufacture of kitchen and dinette furniture. Kopec Furniture Co. Pty. Ltd. (importer, manufacturer, distributor), 280 Brunswick St., Fitzroy, Victoria. WTD 3/12/65.

● **BURMA**—Galv. pipe and fittings: includes 6,000 ft. of ¾" standard welded pipe. Tender No. 1010 (T) CONST/PBI/65-66, bid deadline Aug. 31. Chairman, People's Bawdwin Industry, 104 Strand Rd., (Post Box 801), Rangoon.★ (Telephone: 202-WO 7-2363).

GERMANY—Stainless sheet for the production of knife blades to be hardened. Requests price quotations c.i.f. Limerick, Ireland. "Jowika" Stahlwarenfabrik Eugen Weber & Altenbach KG. (manufacturer, exporter), 154-156 Merscheider Strasse, 565 Solingen-Merscheid. WTD 7/19/66.

● **INDIA**—Sheets: 333 tons high quality electrical, 6 tons ordinary quality electrical and 165 tons black, pole piece quality. Tender No. PUR/STL/IMP-40, bid deadline Sept. 2. Senior Purchase Officer, Electricals (India) Ltd., P.O. Box No. 46, Bhopal. One only copy of the specifications may be examined in Rm. 4222, Iron and Steel Division, BDSA, U.S. Department of Commerce, Washington, D.C.

● **IRAN**—Galv. barbed wire; 30,000 kgs. required. Tender No. 716/45, bid deadline Nov. 8. Ministry of Roads, Iranian State Railways, Maydane Rah Ahan, Tehran.★ (Telephone: 202-WO 7-2363).

● Tie plates for heavy duty rail: 433,000 (1614 tons) required. Tender No. 164 & 165-D/45, bid deadline Oct. 25. Ministry of Roads, Iranian State Railways, Maydane Rah Ahan, Tehran. One only copy of tender documents (drawing notes in French) may be examined in Rm. 4222, Iron and Steel Division, BDSA, U.S. Department of Commerce, Washington, D.C.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

● **IRAQ**—Pipe and fittings. Includes 1550 ft. of 42" O.D. ½" wall, welded carbon steel pipe to ASTM A-53, Type E, Grade A. Tender No. 25/66, bid deadline Sept. 6. Government Oil Refineries Administration, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-2363). Any firm participating in the tender should enclose a check for $2.80 with its bid if it has not already purchased a set of documents.

PAKISTAN—Mild steel sheets 8' x 4', 20, 22, 24 & 26 gauge; electric sheets 8' x 4', 24 and 26 gauge. Fazal Karim & Sons (manufacturer), Circular Rd., Sialkot, West. WTD 7/21/66.

Stainless steel sheet and bars AISI 410, carbon 10 to 18% and chrome 15%; AISI 420, carbon 15 to 40%, and chrome 15%; AISI 304 carbon 18, chrome, 8, with finish BB size 8' x 3', 8' x 4', gauge 16 to 24 swg for use in the manufacture of stainless steel surgical instruments. G.T. Surgical Ltd. (importing distributor, manufacturer), Commissioner Rd., Sialkot, West. WTD 7/21/66.

SWITZERLAND—Stainless lead bearing free-cutting steel, all kinds of other stainless steels, rods, billets, sheets, wire, etc., dynamo sheets. Direct purchase and agency. Durofer Ltd. (importer, manufacturers' representative), Rosenbergstr. 10, 9001 St. Gallen. WTD 7/11/66.

335 Rolling, drawing, extruding of nonferrous metals

FRANCE—Power supply cords (domestic and industrial). Direct purchase and agency. Comptoir Electro-Industriel du Maine (importer, wholesaler), 82 Rue Grande-Maison, 72 Le Mans. WTD 12/22/65.

342 Cutlery, hand tools, general hardware

AUSTRIA—Marine hardware for yachts and boats; fittings. Direct purchase and agency. Requests replies in German. Em. Blasser's Nachf. (importer, wholesaler), Taborstrasse 35, A-1020 Vienna. WTD 3/11/65.

FRANCE—Special tools for motor vehicle electric systems. Direct purchase and agency. Etablissements A. De Sarello (manufacturer, importer), 7 bis, Villa Berthier, Paris, 17eme. WTD 1/7/66.

Hand tools, for general maintenance. Direct purchase and agency. Comptoir Electro-Industriel du Maine (importer, wholesaler), 82 Rue Grande Maison, 72 Le Mans. WTD 12/22/65.

GERMANY—Circular saw blades made of hard metal; f.o.b. U.S. ports. Requests replies in German. Direct purchase and agency. Erhard Baffy (wholesaler, manufacturer, agent), 19 Vorm Obernberge, 4811 Oerlinghausen. WTD 7/13/66.

NETHERLANDS—Aircraft hardware and tools specifically for the aircraft industry. Schreiner & Co. N.V. (importer), 19 Prinsessegracht, The Hague. WTD 6/22/66.

Builders' hardware, especially for doors and window frames. Exclusive agency representation required. H. Bosman (sales agent), 611 Comeniusstraat, Amsterdam. WTD 6/30/66.

PAKISTAN—Handtools, hacksaw blades 12" x ½"; scalpel blades with handles for use in the manufacture of stainless steel surgical instruments. G.T. Surgical Ltd. (importing distributor, manufacturer), Commissioner Rd., Sialkot, West. WTD 7/21/66.

343 Heating apparatus, plumbing fixtures

DENMARK—Domestic: automatic gas burners, combination gas-oil burners, central (gas) heating boilers, gas-heated hotwater storage, gas- incinerators, radiators, heating panels, swimming pool heaters, etc. Industrial gas burners w/ over 400,000 B.T.U. output, gas-air mixing units and components, etc. L. P.—Gas Trading (importer, agent), 15, Praesteager, Copenhagen-Vedbaek. WTD 7/12/66.

SWITZERLAND—Heating and sanitary equipment, general line. Elco Oil Burner Plants Ltd. (manufacturer, retailer), Thurgauerstrasse 23, 8050 Zurich. WTD 7/21/66.

THAILAND—Complete bathroom fixtures for a 300-room hotel. Requests delivery date, send catalogs and c.i.f. price quotations. Sethasumpun Yotha Ltd. Part. (hotel), 869/1 Petchburi Rd., Bangkok. WTD in preparation.

344 Fabricated structural metal products

ITALY—St. 33 or St 37 steel beams of the following sizes: 100, 120, 140, 160, 180, 200, 220, 240, 260, 280, 300 m/m INP ("I" normal profile). Average monthly requirement: 100 metric tons of each size. R.E.F.I.T. (importer, wholesaler), Via P. Cossa 181, Torino. WTD 7/19/66.

NEW ZEALAND—Aluminum products—i.e., door and window frames, house trailer and bus windows and associated accessories. Managing Director, The Group Aluminum Co. Ltd., (wholesaler), P.O. Box 22-124, Otahuhu, Auckland. WTD 7/13/66.

SOMALI—Prefabricated steel water tanks in cubic sections which may be assembled to make storage tanks of variable and expandable capacity. African Motors & Engineering Co. S.p.A. Ltd. (A.M.E.C.O.) (importer, exporter), P.O. Box 427, Mogadiscio. WTD 4/16/66.

345 Screw machine products

NEW ZEALAND—Aluminum "pop" rivets. Requests samples and c.i.f. quotes. Managing Director, The Group Aluminum Co. (wholesaler), P.O. Box 22-124, Otahuhu, Auckland. WTD 7/13/66.

346 Metal stampings

FRANCE—Floor and wall tiles. Request replies in French. Docks de l'Oise (wholesaler), 33 Rue d'Orroire—Correspondance: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

351 Engines, turbines

THAILAND—Small diesel and gasoline engines for use with water pumps and electric generators. Requests c.i.f. Bangkok price. Direct purchase and exclusive agency. Bangkok Novelty Co., Ltd. (importer, wholesaler, retailer, manufacturers' representative), P.O. Box 352, Bangkok. WTD 9/29/65.

352 Farm machinery

VENEZUELA—Rice dryers, trailer and skid mounted, gasoline or diesel engine power, drying capacity at or near 140,000 kg/gal.; direct purchase and agency. H. & O. Romer Sucrs., C.A., Apartado 2635, Caracas. WTD 1/24/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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353 Construction, mining, materials handling machinery

● **BURMA**—Six tandem rollers, diesel powered, 6-9 tons; 40 rollers, 3 wheeled, diesel powered, 10-12 tons; 9 motorized scrapers, 2 axle, overhung engine, diesel powered, 14 cu. yd. struck capacity; spare parts for all machines required for 2 year maintenance. Tender No. E.19(T)MCY-PWC (M) 65-66, bid deadline Sept. 25. Director of Engineers, Public Works Corp., Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

GERMANY—Surface and subsurface oil well drilling equipment. Requests price quotations c.i.f. Antwerp. M. Ganie GmbH. (importer, exporter), 58 Koenigsallee, 4 Duesseldorf. WTD 7/20/66.

Hard metal drills for rock boring; f.o.b. U.S. ports. Direct purchase and agency. Requests replies in German. Erhard Baffy (wholesaler, manufacturer, agent), 19 Vorm Obernberge, 4811 Oerlinghausen. WTD 7/13/66.

NETHERLANDS—Complete line of oil field machinery and equipment. Direct purchase, exclusive representation. Siditando Europa N.V. (importer, exporter), 528 Keizersgracht, Amsterdam. WTD 1/7/66.

Aircraft cargo handling equipment. Schreiner & Co. N.V. (importer), 19 Prinsessegracht, The Hague. WTD 6/22/66.

SWITZERLAND—Cranes, derricks, hoists, transporters and conveyors for food, minerals and gravel, pre-engineered structural and wall systems for industrial and business premises for purchase and/or licensed production of construction machinery and other metal constructions. Stahl- und Maschinenbau AG (manufacturer), Allmendstrasse, 6048 Horw LU. WTD 7/11/66.

VENEZUELA—Vibrating platforms, crawler-type for soil and ditch compacting, 40 cm., 60 cm. and 80 cm. wide, powered by diesel engine and provided with reverse speed. Requests replies in Spanish. Maquinarias Romeiser C.A. (importer), Quinta Irma, 4a Avenida Guaicaipuro, Caracas, Apartado 10444 Sabana Grande. WTD 4/26/66.

354 Metalworking machinery

● **INDIA**—Miscellaneous metalworking machinery including cold sawing machines; guillotine shear; combination plate and sectional shears; drilling machines; center lathes; melting, grinding and slotting machines; saw and tool sharpening machines; 200-ton presses; gas cutting apparatus; acetylene generator plant; submerged arc welders, 40 AC and 60 DC welders (400-600 amp. capacity); testing equipment; and material handling equipment. Global procurement. Tender No. TS-1/66, bid deadline Aug. 31 (extension requested). Controller of Purchases & Stores, Triveni Structurals Ltd., 43 Liddel Rd., Allahabad, Uttar Pradesh. Copy of specifications and conditions available for review only, not for loan, from the Metalworking Equipment Division, Room 4204, BDSA-592, U.S. Department of Commerce, Washington, D.C. 20230. Copies of tender documents may be obtained from Triveni Structurals Ltd. for $1.40.

PAKISTAN—Files, flat, round and bastard 4" to 12"; twist drills 1/64" to 1" for use in stainless steel surgical goods manufacture. G.T. Surgical Ltd. (importing distributor, manufacturer), Commissioner Rd., Sialkot, West. WTD 7/21/66.

PHILIPPINES—Lathe machines and tools. Mr. Modesto N. Cervantes, Vice-President, Bormaheco, Inc., (importer, wholesaler, retailer, manufacturer), 245 Buendia Avenue, Makati, Rizal; Box 1777, Manila. WTD 5/16/66.

● **SUDAN**—Machinery and equipment for floating workshop to include one center lathe, 16" swing, 60" between centers; one 10" pedestal grinder with twist drill grinding attachments; one 1¼" upright type drilling machine with chucks and set of ¼" to 1¼" drills; and one 500 amp. welder. Tender No. 3477, bid deadline Sept. 21. Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-5652).

TRUCIAL STATES—Power driven hand tools. Direct purchase and agency. Saleh General Trading Co., P.O. Box 1486, Dubai. WTD 5/8/66.

● **VIET-NAM**—Supply and supervised installation of necessary machinery and equipment for an electric wire and cable plant capable of producing 2,220 metric tons per year of electric wire and cable. Machinery and equipment required include ingot heating furnace; 3 high roughing and 3 high finishing mills; wire drawing machinery; butt welders; bright annealing furnace; wire stranding and tinning machines; rubber wire insulation machines; enamelling machinery; plastic insulated wire making equipment; and testing equipment. Bid deadline Sept. 15. Sun A Electric Wire & Cable Co., Ltd. (SUNAWICA), 75 Nguyen Hue, Saigon. Limited number of copies of tender available to firms located in the U.S. on a short-time loan basis from the Metalworking Equipment Division, BDSA-592, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone 202-WO 7-5652).

Machinery, equipment for manufacturing motorcycle and bicycle chains of the following specifications: gauge 12.7 mm.; 9.525 mm.; interval between plates, 3.17 mm., 3.30 mm., 4.88 mm., 4.89 mm., 5.72 mm., 3.94 mm.; roll diameter: 7.75 mm.; 8.51 mm., 6.35 mm.; with an annual production of 500,000 pieces. Cycle and motorcycle rims, all sizes—annual output approximately 1 million rims. Request full details, descriptive brochure and price quotation in U.S. currency on c. & f. Saigon basis. Societe Indo-Comptoirs, 130-136 Tran Hung Dao, P.O. Box J. 6, Saigon. WTD 7/14/66.

355 Special industry machinery

DENMARK—Gas heated ceramic burners. L.P.—Gas Trading (importer, agent), 15 Praesteager, Copenhagen-Vedbaek. WTD 7/12/66.

ENGLAND—New and used box-making and carton-making machinery. Agency and direct purchase. Victor L. Passer (Machinery) (importer, exporter, sales agent), Passer House, 54 Crawford St., London, W.1. WTD 7/21/66.

FRANCE—Light-duty automatic boot and shoe-machinery, including hot-stamping presses, marking and branding machines; small power-tools and modern implements and devices for shoemakers and repairers, preferably "technical" novelties for the footwear industry not as yet currently known or utilized in France. Direct purchase and agency. American Supply Corp. (importer, agent), 10 Boulevard Antoine-Gautier, 33 Bordeaux, Gironde. WTD 10/29/65.

HONDURAS—Used or new complete equipment with 100-ton capacity for re-processing and converting of waste cardboard and paper into cardboard suitable for use in the manufacture of cardboard boxes. Fernando M. Cornejo (manufacturer), 1a. Calle 6 Ave. No. 42, San Pedro Sula. WTD 7/8/66.

INDIA—Interested in machinery to establish a plant for processing wheat so that the wheat has the appearance and can be cooked like rice. The Indian firm proposes to upgrade the wheat by adding proteins and vitamin supplements. Rai Bahadur G.V. Swaika, c/o Swaika Oil Mills (manufacturer), P.N.B. House, 18B Brabourne Rd., Calcutta 1. WTD 7/25/62.

IRAQ—Complete equipment for knitting factory. Includes 6 looms of 160 cm. and 4 of

125 cm. for pattern weaving. Said Bello (importer, agent), P.O. Box 53, Mosul. WTD 6/11/65.

Complete sponge rubber factory. National Auto Cool Cushion Factory (private enterprise), 4H/4—233 Sinak, Rashid St., Baghdad. WTD 12/18/65.

Complete equipment for small plant producing styrofoam. Said Bello (importer, agent), P.O. Box 53, Baghdad. WTD 6/11/65.

NETHERLANDS—Food choppers-grinders-mixers-slicers, food bottling-boxing-wrapping-marking-labeling machines, food hoisting and loading machines. Pharmaceutical-chemical and cosmetic machinery and equipment and chemical kilns. Filters, valves and pumping equipment for food and chemical industries. N.V. Merwestein (manufacturer, importer), 97 Zwetstraat, The Hague. WTD 12/27/65.

PAKISTAN—Printing equipment—800 process engraves zinc sheets face coated in 20" x 40" in 16 gauge; 200 process engraves copper sheets face coated in 22" x 28" in 16 gauge; 400 process engraves zinc sheets for powderless etching process in 20" x 40" in 16 gauge. Requests quotations c. & f. Karachi. Direct purchase and agency. Golden Chambers (importer), Golden Chambers (near Telephone House), Off McLeod Rd., Karachi. WTD 2/2/66 .

356 General industrial machinery

NETHERLANDS—Aircraft ground testing and servicing equipment. Schreiner & Co. N.V. (importer), 19 Prinsessegracht, The Hague. WTD 6/22/66.

PAKISTAN—Machinery and equipment for the manufacture of ball bearings. Requests catalogs and quotations c. & f. Karachi. Aizad Industries Ltd. (importer), Palace Cinema Bldg., Civil Lines, Karachi. WTD in preparation.

PHILIPPINES—Electric furnace, medium frequency. Mr. Modesto N. Cervantes, Vice-President, Bormaheco, Inc. (importer, wholesaler, retailer, manufacturer), 245 Buendia Avenue, Makati, Rizal; Box 1777, Manila. WTD 5/16/66.

357 Office, computing, accounting machines

● **CHILE**—14 electronic and electro-mechanical accounting machines. Bid deadline Aug. 29. Specifications in Spanish, correspondence preferred in Spanish. Bidders must be legally represented in Chile. Corporacion de la Reforma Agraria, calle Olivares 1229, Santiago.★ (Telephone: 202-WO 7-2939).

358 Service industry machines

GERMANY—Parts and accessories for air-conditioning units and equipment, such as ventilators and controls. Direct purchase and agency. GEWA Apparatebau G.m.b.H. & Co. K.G. (manufacturer, exporter), 73 Esslingen-Mettingen, Obere Wiese 4. WTD 7/13/66.

QATAR—Air conditioning units for domestic and commercial use. Direct purchase and agency. Kassim Mohamed al Mosallam, P.O. Box 357, Doha. WTD 5/10/66.

SWITZERLAND—Commercial dry cleaning and laundry machines and equipment. Sogefinance SA (importer, agent), 1 Rue de la Madeleine, 1200 Geneva. WTD in preparation.

Vending-machines. Direct purchase and agency. Stahl- und Maschinenbau AG (manufacturer), Allmendstrasse, 6048 Horw LU. WTD 7/11/66.

THAILAND—Complete coffee shop equipment, such as ice boxes, ranges, coffee makers, etc. Requests delivery date, catalogs and c.i.f. price quotations. Sethasumpun Yotha Ltd., Partnership (hotel), 869/1 Petchburi Rd., Bangkok. WTD in preparation.

Copper tubing for air conditioning and refrigeration equipment. Saha Vithet & Co. Ltd. (importer, retailer, wholesaler), P.O. Box 944, Bangkok. WTD 5/25/65.

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- Your payment terms.

361 Electric transmission, distribution equipment

FRANCE—Electric distribution equipment: transformers, circuit breakers, distribution cutouts, busduct fittings, meter mounting equipment, electrical panelboards, distribution switchboards, time switches; electric measuring instruments: voltmeters, ammeters, watt meters, watthour meters. Direct purchase and agency. Comptoir Electro Industrial du Maine (importer, wholesaler), 82 Rue Grande Maison, 72 Le Mans. WTD 12/22/65.

PHILIPPINES—Electrical measuring devices. Mr. Modesto N. Cervantes, Vice-President, Bormaheco, Inc. (importer, manufacturer, retailer), 245 Buendia Avenue, Makati, Rizal; Box 1777, Manila. WTD 5/16/66.

362 Electrical industrial apparatus

FRANCE—Electronic controls and control accessories; flow-meter apparatus. Direct purchase and agency. Societe des Produits pour l'Industrie et l'Agriculture—S.P.I.A. (importer, dealer, agent), 11 Rue de Provence, Paris, 9e. WTD 5/25/66.

363 Household appliances

IRAQ—Household refrigerators, washing machines, cooking ranges, gas water heaters, pressure cookers, meat mincers. Direct purchase and agency. Ali Al-Najafi (importer, agent, wholesaler, retailer), Mustansir St. (Next to S. M. Garibian), Baghdad. WTD 2/2/66.

QATAR—Electric household appliances, complete line. Direct purchase and agency. Kassim Mohamed Al Mosallam, P.O. Box 357, Doha. WTD 5/10/66.

TRUCIAL STATES—Electric household appliances; direct purchase and agency. Saleh General Trading Co., P.O. Box 1486, Dubai. WTD 5/8/66.

364 Electrical lighting, wiring equipment

AUSTRALIA—Electrical lighting fixtures such as chandeliers, table lamps, wall brackets, and fittings. Direct purchase and agency. Mirabella Imports Pty. Ltd. (importer, wholesaler, retailer), 145 Lygen St., East Brunswick, Victoria. WTD 7/15/66.

● **BURMA**—Supply of 11,896 electric lamps 15, 40, 60, 100, 150, 200, and 300 watts. Tender No. 106(T)EL/PBI/65-66, bid deadline Sept. 30. People's Bawdwin Industry, 104 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5345).

FRANCE—Precious metal electrical contact materials in the form of rivets. Benech, Distribue, Longueve & Cie (manufacturer, dealer), 130 Rue des Monts-Clairs—92 Colombes. WTD 3/17/66.

Incandescent lighting fixtures; fluorescent lighting equipment; fluorescent portable lamps; electric bulbs and tubes. Direct purchase and agency. Comptoir Electro-Industriel du Maine (importer, wholesaler), 82 Rue Grande Maison, 72 Le Mans. WTD 12/22/65.

365 Radio, television receiving sets

IRAQ—Television receiving sets. Direct purchase and agency. Ali Al-Najafi (importer, agent, wholesaler, retailer), Mustansir Street (Next to S.M. Garibian), Baghdad. WTD 2/2/66.

QATAR—Television receiving sets. Direct purchase, plus agency. Abdulla bin Ali Ali al Mesnad & Sons, P.O. Box 139, Doha. WTD 5/21/66.

Radio and television receivers, radio phonographs, record players. Direct purchase and agency. Kassim Mohamed Al Mosallam, P.O. Box 357, Doha. WTD 5/10/66.

TAIWAN—Television, transistor radio, tape recorder and phonograph, complete sets or components. Requests catalogues. Hsing Yung Industry Co., Ltd. (manufacturer), 12 Shiu Shan St., Taipei. WTD in preparation.

TRUCIAL STATES—Radio and television receivers, radio-phonographs, record players. Direct purchase and agency. Saleh General Trading Company, P.O. Box 1486, Dubai. WTD 5/8/66.

366 Communication equipment

AUSTRALIA—Electronic fault locators, pipe and cable finders and combustible gas detectors. Direct purchase and agency. Alan H. & G. Reid (importer, wholesaler, retailer), 347 Darebin Rd., Thornbury, N.17, Victoria. WTD 7/15/66.

NETHERLANDS—Aircraft and missile control systems, navigational and ground-control electronics, electronic object-detection appa-

ratus, electric and electronic communication equipment. Schreiner & Co. N.V. (importer), 19 Prinsessegracht, The Hague. WTD 6/22/66.

● **TUNISIA**—Supply and installation of an automatic telephone exchange of 1,000 lines at Gabes, Tunisia, and an interurban automatic telephone exchange. Bid deadline Oct. 31. Secretariat d'Etat aux Postes, Telegraphes and Telephones, Rue d'Angleterre, Tunis.★ (Telephone: 202-WO 7-4823).

● Supply and installation of a number of automatic telephone exchanges to replace manual exchanges in the Cap Bon Area, Tunisia. Bid deadline Oct. 31. Secretariat d'Etat aux Postes, Telegraphes et Telephones, Rue d'Angleterre, Tunis.★ (Telephone: 202-WO 7-4823).

● Supply and installation of an 800 line urban automatic telephone exchange and an automatic interurban telephone exchange at Menzel Bourguiba, northern Tunisia. Bid deadline Oct. 31. Secretariat d'Etat aux Postes, Telegraphes, Telephones, Rue d'Angleterre, Tunis.★ (Telephone: 202-WO 7-4823).

● Supply and installation of one automatic telegraphic switching center with 400 lines and an ultimate 1,000 and 3 satellite automatic telegraphic switching centers, two serving 100 and one 160 customers, and 7 voice channels serving 30 subscribers. Bid deadline Oct. 31. Secretariat d'Etat aux Postes, Telegraphes and Telephones, Rue d'Angleterre, Tunis.★ (Telephone: 202-WO 7-4823).

367 Electronic components, accessories

AUSTRALIA—Electronic components and accessories such as specialty resistors for electronic end products, inductors, electronic transformers and capacitors, and all similar specialized electronic equipment. Direct purchase and agency. Alan H. & G. Reid (importer, wholesaler, retailer), 347 Darebin Rd., Thornbury, N.17, Victoria. WTD 7/15/66.

FRANCE—Specialty resistors for electronic end products; solid state electronic devices and similar devices; inductors, electronic transformers and capacitors and new types of electronic equipment. Etablissements Schmitt-Jourdan (manufacturer), 22 Rue de la Tourelle, 92 Boulogne s/Seine—Hauts de Seine. WTD 4/13/66.

Electronic relays; impulse counters; digital-analog-converters. Direct purchase and agency. Societe des Produits pour l'Industrie et l'Agriculture—S.P.I.A. (importer, dealer, agent), 11 Rue de Provence, Paris, 9e. WTD 5/25/66.

GERMANY—Resistors and capacitors for TV, radio, other home entertainment equipment, and for communication equipment. Norddeutsche Mende Rundfunk KG (manufacturer), Postfach 8360, 28 Bremen 2. WTD 3/6/64 under revision.

NETHERLANDS—Electronic components for aircraft and other industries. Schreiner & Co. N.V. (importer), 19 Prinsessegracht, The Hague. WTD 6/22/66.

SWITZERLAND—Electronic components, semiconductors, parts, accessories, cabinets, chassis, all types. Agency and direct purchase. Jaeger & Co. AG (importer, wholesaler), Waisenhausplatz 27, 3000 Bern. WTD in preparation.

371 Motor vehicle equipment

FRANCE—Accessories for motor vehicles: ash receivers, radiator overflow condensers, automotive controls and equipment, windshield defrosters, fender flaps, auxiliary fuel tanks, heaters, directional signals, hand brake and stop signals, windshield washers, winter fronts. Direct purchase and agency. Request replies in French. Nalta S.A.R.L. (manufacturer, wholesaler), 22 Rue de la Sabliere, Paris, 15e. WTD 3/28/66.

372 Aircraft, parts

AUSTRALIA—Aircraft, including engines, parts, and equipment. Direct purchase and agency. G. D. Nicoll & Company Pty. Ltd. (importer, retailer), 358 Lonsdale St., Melbourne, C.1, Victoria. WTD 6/30/66.

GERMANY—Electrical and hydraulic aviation equipment; starting and de-icing equipment; complete aircraft engines. Requests price quotations f.o.b. factory. Direct purchase and agency. Luftfahrt-Technik GmbH. & Co. KG. (importer, wholesaler), 74 Achenbachstrasse, 4 Duesseldorf. WTD 7/20/66.

373 Ship building, repairing

FRANCE—Pleasure boat components: deck fittings, ventilators, anchors, bollards and bits, propellers, rudder assemblies, steering gear, towing machinery, scupper valves. Direct purchase and agency. Requests replies in French. Nalta, S.A.R.L. (manufacturer, wholesaler), 22 Rue de la Sabliere, Paris, 15e. WTD 3/28/66.

TRINIDAD—Tugboat for port operations. Dr. Selwyn Lee Young, Port Engineer, Port Authority of Trinidad and Tobago, King's Wharf, Port of Spain.

374 Railroad equipment

● **IRAQ**—Four sleeping coaches (air conditioned), 12 bogie third class coaches, 4 brake-luggage and guard (bogies) for standard gauge passenger line. Tender No. IRRS/G/T/66, bid deadline Oct. 17. Directorate General, Iraqi Republican Railways Service, Ministry of Communications, Baghdad. Worldwide tender, two quotations requested (1) cash price, (2) 8 years credit. Tender documents may be obtained from the Railway Treasury Accountant at the above address against payment of $70 which is nonrefundable. Tender conditions, specifications and blueprints may be viewed only in Rm. 4314, Transportation Equipment Division, BDSA 596, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4816).

381 Engineering, laboratory, scientific, research instruments

NICARAGUA—National University submits for public bid its offer to buy reactors and other science laboratory equipment. Bid applications may be obtained from the address below and submitted with payment of 25 cordobas (US$3.60). Bid deadline Sept. 5. Requests replies in Spanish. Secretaria General de La Universidad Nacional Autonoma de Nicaragua, Leon. WTD 8/23/65.

383 Optical instruments, lenses

FRANCE—Optical elements and assemblies: lenses, prisms, optical flats, lens mounts, optical reflectors and mirrors. Etablissements Schmitt-Jourdan (manufacturer, importer, wholesaler), 22 Rue de la Tourelle, 92 Boulogne s/Seine—Hauts de Seine. WTD 4/13/66.

Optical measuring and testing instruments: refractometers, spectroscopes, polariscopes, etc.; also microscopes. Direct purchase and agency. Alba (manufacturer, agent), 7 Rue des Bois, Asnieres, Hauts-de-Seine (92). WTD 1/28/66.

384 Surgical, medical, dental instruments

GERMANY—Medical and surgical equipment and supplies. Request price quotations. H. Windler K.G. (importer, wholesaler, manufacturer), 8 Genthiner Strasse, 1 Berlin 30. WTD 7/21/66.

HONG KONG—Surgical dressings: crepe bandages, elastic adhesive bandages, gauze, medicated and non-medicated adhesive plasters, plaster cast materials. Luen Cheong Hong, Ltd. (importer, exporter, wholesaler, retailer), 210 Chartered Bank Bldg., Hong Kong. WTD in preparation.

● **IRAQ**—20,000 kgs. of cellulose wadding, 8,000 dozen elastic adhesive bandages, and 4,000 dozen plaster of Paris bandages. Tender No. 45/66, bid deadline Sept. 4. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

394 Toys, amusement, sporting goods

FRANCE—Toys: small-size airplanes, boats and cars; mechanical toys of all kinds (small size). Direct purchase and agency. Albaco (Modeles Reduits) (manufacturer, importer, dealer), 154 Rue du Faubourg Saint-Denis, Paris, 10. WTD 4/1/65.

Toys of all categories and indoor games for children and adults, including mechanical and stuffed toys, dolls, and educative games, good quality, preferably medium-priced articles. Direct purchase. Potential sales agent. Request replies in French. Edmond Fillon (wholesaler, dealer), 12 Rue Alsace-Lorraine; 79- Parthenay, Deux-Sevres. WTD 7/25/66.

Plastic toys, such as play cars, toy furniture, dolls, etc. Cotariel (importer, wholesaler, manufacturer), 31 Rue des Jeuneurs, Paris, 2e. WTD 6/3/66.

395 Pens, pencils, office, artists' materials

FRANCE—Photocopy paper and related reproduction material and stencil supplies (including chemicals and special photographic sensitized papers) for utilization with modern copyflex machines and xerographic equipment, electrostatic types. Direct purchase and agency. Universal-Graphic (wholesaler, dealer), 47 Rue de la Concorde; 31- Toulouse, Haute-Garonne. WTD 11/18/65.

NETHERLANDS—Parts for pens and mechanical pencils, drawing inks, refill cartridges for ballpoint pens, sketch boxes, pantographs, stationery and school supplies. Dutch and Oriental Trading (manufacturer, importer), P.O. Box 597, The Hague. WTD 7/13/66.

● **VIET-NAM**—Supply of 22,000 boxes of fasteners, round point; 100,000 boxes of staples; 150,000 boxes of straight pins; 220,000 boxes of paper clips; 20,000 binders,

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looseleaf. Tender No. 2286-1276. Bid deadline Sept. 1. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-4370).

399 Manufacturing industries

● **CHILE**—Fire fighting equipment for the international airport of Pudahuel, Santiago including, but not limited to, vehicles, transmission and receiving equipment, beacon ray lights, sirens, portable fire extinguishers, aluminum ladders, portable power units. Bid deadline Aug. 31. Estimated value over $10,000. Specifications in Spanish, correspondence preferred in Spanish. Director General de Obras Publicas, Morande No. 59, 3er. piso, Santiago.★ (Telephone: 202-WO 7-2939).

399 Manufacturing industries

FRANCE—Publicity gift items, advertising articles and novelties, and related lines of possible interest for sale in France. Agency. Potential direct importer. Requests replies in French. Publideal (wholesaler), 10 Avenue du President-Poincare; 33- Talence, Gironde. WTD 9/22/65.

PAKISTAN—Brushes, fibre for use in cleaning and polishing of stainless steel instruments. G.T. Surgical Ltd. (importing distributor, manufacturer), Commissioner Rd., Sialkot, West. WTD 7/21/66.

505 Farm products

AUSTRIA—Pelts for the manufacture of fur wearing apparel. Josef Foggensteiner (manufacturer), Rathausstrasse 17, A-1010 Vienna. WTD 7/21/66.

593 Antique, second hand stores

TRUCIAL STATES—Second hand clothing and shoes of all kinds. Saleh General Trading Co., P.O. Box 1486, Dubai. WTD 5/8/66.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

209 Food preparations

FRANCE—Soybean meal. Titeux Export (importer, exporter, sales agent), 19 Rue Louis-le-Grand, Paris, 1er. WTD 10/8/65.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Synthetic fiber fabrics. Requests replies in French. Georges Mullie (agent), 712 Avenue de la Republique, 59 Lille. WTD 4/4/66.

223 Broad woven fabric mills, wool

FRANCE—Broad woven wool fabrics. Requests replies in French. Georges Mullie (agent), 712 Avenue de la Republique, 59 Lille. WTD 4/4/66.

226 Dyeing, finishing textiles

NEW ZEALAND—Soft furnishings and drapery fabrics of cotton and manmade fiber offered by first class close-out firms. National Mortgage & Agency Co. of New Zealand Ltd. (importer), P.O. Box 275, Dunedin; attn: Mr. A. C. Macdonald, Manager, Overseas Trading Section. WTD 11/5/65.

227 Floor covering mills

AUSTRALIA—Floor coverings, especially throw and scatter rugs, nylon, rayon and cotton. Kornblums Distributors Pty. Ltd. (importer, wholesaler, manufacturer), 3 Park Rd., Alexandria, N.S.W. WTD 2/26/64 under revision.

228 Yarn, thread mills

IRAQ—Acetate yarn, crepe yarn and oilsized yarn. Abdullah J. Ghazaleh (manufacturer's representative, wholesaler), Gharibjan Bldg., Shorja, Baghdad. WTD 2/24/66.

229 Textile goods

FRANCE—Coated and impregnated fabrics. Requests replies in French. Georges Mullie (agent), 712 Avenue de la Republique, 59 Li[illegible]. WTD 4/4/66.

239 Fabricated textile products

CANADA—Drapery, curtains, and other fabrics. Anovach Importers and Trading Co. (importer), 6525 Wilderton Ave., Suite 316, Montreal, P.Q. WTD 7/22/66.

266 Building paper, building board mills

PAKISTAN—Building materials—roofing felt and allied items. Requests catalogs and quotations c. & f. Karachi. Sheikh Gulzar Ali and Co. Ltd. (importer), 408 Mahboob Chambers, Victoria Rd., Karachi. WTD 6/8/66.

273 Books

PAKISTAN—Books, educational, technical and scientific. Requests quotations c. & f. Karachi. Allies Book Corp. (importer), 3-4 Avan Lodge, Bunder Rd., Karachi. WTD 11/12/65.

274 Publishing

PAKISTAN—Charts and maps. Requests catalogs and quotations c. & f. Karachi. Allies Book Corp. (importer), 3-4 Avan Lodge, Bunder Rd., Karachi. WTD 11/12/65.

281 Industrial chemicals

ITALY—Raw material for the rubber and plastic industries. G.A.R.T. (agent), Corso Matteotti 42, Torino. WTD 7/18/66.

282 Synthetic materials

GERMANY—Polyamid and/or polypropylene, in chips, pellets or granular form, suitable for injection moldings used in the manufacture of medical instruments and similar products, in lots of 100 metric tons and over. Helmut Heuer (sales agent, commission merchant), Nimwegerstrasse 33, 28 Bremen-Huchting. WTD 11/2/65.

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283 Drugs

ITALY—Medicinal specialties, in general. Exclusive agency. Difer—Industrie Farmaceutiche Triestine S.p.A. (importer, agent, manufacturer), Porto Industriale, P.O. Box 227, Trieste. WTD 2/18/66.

PAKISTAN—Drugs and medicines—ambodryl hydrochloride, antimony potassium tartrate USP powder, ascorbic acid, atropine sulphate, benadryl hydrochloride, calcium glycerophosphate, choline bitartrate, chloretone, chloromycetin micronized powder, manganese citrate, (soluble); methyl testosterone; nicotinamide; primaquin phosphate. Requests quotations c. & f. Karachi. Afzal Trading Corp. (importer), Shaikh Chamber, Near Light House Cinema, Bunder Rd., Karachi. WTD 3/28/66.

284 Soap, detergents, cleaning preparations, cosmetics

ITALY—Complete line of high-quality cosmetic articles—soap, cologne, make-up base, facial creams, lipstick, etc. Istituto Bioterapico Genovese S.p.A. (manufacturer, wholesaler), Piazza Rossetti 3 B, Genoa. WTD 4/15/66.

THAILAND—Heavy duty-type hand cleaners for use by mechanics and industry. Requests catalogs and c.i.f. prices. Siam Mercantile (1960) Co. Ltd. (importer, wholesaler, retailer), 117-117/1 Suriwongse Rd., Bangkok. WTD 6/14/66.

287 Agricultural chemicals

PAKISTAN—Fertilizers: ammonium sulphate, nitrate and triple super-phosphate, urea. Requests quotations f.a.s. New York and c. & f. Karachi. Adil Brothers (importer), Baitul Hamd, 140 Bunder Rd., Karachi. WTD 2/3/66.

Fertilizers—ammonium sulphate, urea and other kinds of fertilizers. Requests quotations c. & f. Karachi. Bays Corp. Ltd., 4th Floor, P.I.D.C. House, Kutchery Rd., Karachi. WTD 7/22/66.

Fertilizers, all kinds; agricultural pesticides. Requests quotations c. & f. Karachi. Mandody Enterprises (importer), 520 Qamar House, Bunder Rd., Karachi. WTD 6/28/66.

Fertilizers and insecticides—agricultural for use in plantation of following crops—wheat, cotton, sugar cane, rice and fruits. Requests quotations c. & f. Karachi. Rana Tractors and Equipment Ltd. (importer), P.O. Box 5394, Bandukwala Bldg., McLeod Rd., Karachi 2. WTD 7/6/66.

289 Chemical products

FRANCE—Essential oils. Compagnie d'Echanges Commerciaux & Industriels "CODECI" (importer, retailer, agent), 13 Rue Lebrun, Paris, 13. WTD 4/7/65.

ITALY—Glues for all uses. Requests replies in Italian or French. Ugo Bollea (agent), Via Bainsizza 10, Novara. WTD 7/18/66.

302 Rubber footwear

AUSTRALIA—Footwear, men's, ladies' and children's, casual, dress, and industrial. W. S.

T. (Sales) Pty. Ltd. (importer, exporter, wholesaler), Box 5315, G.P.O., Sydney, N.S.W. WTD 1/19/66.

306 Fabricated rubber products

THAILAND—Complete range of hydraulic rubber hose. Requests catalogs and c.i.f. prices. Siam Mercantile (1960) Co. Ltd. (importer, wholesaler, retailer), 117-117/1 Suriwongse Rd., Bangkok. WTD 6/14/66.

307 Plastic products

ITALY—Plastic laminated sheets. Requests replies in Italian or French. Ugo Bollea (agent), Via Bainsizza 10, Novara. WTD 7/18/66.

314 Footwear

AUSTRALIA—Footwear, men's, ladies' and children's, casual, dress, and industrial. W. S. T. (Sales) Pty. Ltd. (importer, exporter, wholesaler), Box 5315, G.P.O., Sydney, N.S.W. WTD 1/19/66.

331 Steel mill products

ITALY—Iron metallurgy products such as cold rolled sheet, strip, and bars; steel pipes and tubes, etc. Requests replies in Italian or French. F. Zucchi di Giovanni Zucchi (agent), Via Sagra S. Michele 127, Torino. WTD 7/19/66.

PAKISTAN—Tinplate, all sizes. Importer requests quotations c. & f. Karachi. Pakistan Oil Products (importer), Rambharti St., Khori Garden, Karachi. WTD 6/8/66.

335 Rolling, drawing, extruding of nonferrous metals

FRANCE—Tantalum, tungsten and molybdenum for electrical contacts. Benech, Distribue, Longueve & Cie (manufacturer, dealer), 130 Rue des Monts-Clairs—92 Colombes. WTD 3/17/66.

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342 Cutlery, hand tools, general hardware

NEW ZEALAND—Packing house meat hooks, knives and meat packing house conveyor accessories. Thomas Hyde Ltd. (importer), 435 St. Asaph St., Christchurch. Attn: Mr. D. N. Potts, Sales Director. WTD 5/18/65.

PAKISTAN—Railroad car hardware and supplies. Requests agency offers from a combination export manager and quotations c. & f. Karachi. Adil Brothers (importer), Baitul Hamd, 140 Bunder Rd., Karachi. WTD 2/3/66.

352 Farm machinery

IRAQ—Tractors, harvesting machinery, planting machinery. Ibrahim Abdul Rahman Al-Jadir (importer, wholesaler, retailer), Bab Ligish, Mosul. WTD 5/28/65.

PAKISTAN—Pumps, spray, agricultural. Requests catalogs and quotations c. & f. Karachi. Rana Tractors and Equipment Ltd. (importer), P.O. Box 5394, Bandukwala Bldg., McLeod Rd., Karachi 2. WTD 7/6/66.

353 Construction, mining, materials handling machinery

PAKISTAN—Escalators, parts and attachments. Requests catalogs and quotations c. & f. Karachi. Sheikh Gulzar Ali and Co. Ltd. (importer), 408 Mahboob Chambers, Victoria Rd., Karachi. WTD 6/8/66.

Excavators and earthmoving machinery, construction equipment, motor scrapers. Requests catalogs and quotations c. & f. Karachi. Jaffer Brothers Ltd. (importer), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

Airport runway sweepers. Requests catalogs and quotations c. & f.; Karachi. Akhtar Trading Corp. (importer), Nadir House, McLeod Rd., Karachi. WTD 5/12/66.

354 Metalworking machinery

DENMARK—Machine tools: metalworking and for pressing, forging, hammering, extruding, shearing, bending, die casting. A/S Hans Schourup & Jyllands Staal- OG Maskinforretning (importer, wholesaler, agent), 4, Frue Kirkeplads, Arhus C. WTD 7/12/66.

GERMANY—Metalworking tools and equipment; all kinds. Requests replies in German. Geissler & Hofmann (wholesaler), 6 Frankfurt am Main, Moerfelder Landstrasse 64-66. WTD 7/27/66.

PAKISTAN—Machine tools—lathes, milling machines, drilling, planing and boring machines; requests catalogs and quotations c. & f. Karachi. Sheikh Gulzar Ali and Co. Ltd. (importer), 408 Mahboob Chambers, Victoria Rd., Karachi. WTD 6/8/66.

Hydraulic press—from 50 tons to 300 tons. Lathes, above 16 ft. in length. Universal milling machines. Requests catalogs and quotations c. & f. Karachi. Intertrade Distributors (importer), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

Milling machines, drilling machines, grinding and planing machines. Requests catalogs and quotations c. & f. Karachi. Jaffer Brothers (importer), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

THAILAND—Automobile wheel balancers, stationary type. High-pressure car washers. Requests catalogs and c.i.f. prices. Siam Mercantile (1960) Co. Ltd. (importer, wholesaler, retailer), 117-117/1 Suriwongse Rd., Bangkok. WTD 6/14/66.

355 Special industry machinery

ITALY—Rubber products machinery and plastic working machinery. G.A.R.T. (agent), Corso Matteotti 42, Torino. WTD 7/18/66.

356 General industrial machinery

AUSTRALIA—Air pollution, dust and fume extraction and separation equipment. Alfred Martin & Son Pty. Ltd. (manufacturing engineer, agent), 20-30 Raglan Ave., Edwardstown, South Australia. WTD 6/15/66.

DENMARK—Gas heating equipment: blast furnaces, gas generators for protection and deactivating of gas for industrial high-temperature ovens, gas ovens for industrial (heat treatment) processes, etc. L.P.—Gas Trading (importer, agent), 15 Praesteager, Copenhagen-Vedbaek. WTD 7/12/66.

ENGLAND—Centrifugal pumps, positive displacement pumps and allied products. Royle McAlpine Pumps Ltd. (engineer, manufacturer), Gartons Lane, Sutton Manor, St. Helens, Lancashire. WTD 7/15/66.

358 Service industry machines

AUSTRALIA—Laundry equipment, e.g., dry cleaning, pressing machines with all attachments and accessories. Alfred Martin & Son Pty. Ltd. (manufacturing engineer, agent), 20-30 Raglan Ave., Edwardstown, South Australia. WTD 6/15/66.

Industrial refrigeration systems and equipment—ammonia and freon systems, refrigeration compressors, rotary boosters, brine installations, heat exchange and rejecting equipment. Alfred Martin & Son Pty. Ltd. (manufacturing engineer, agent), 20-30 Raglan Ave., Edwardstown, South Australia. WTD 6/15/66.

PAKISTAN—Air conditioners, central station, self-contained; air conditioners, packaged room. Requests catalogs and quotations c. & f. Karachi. Sheikh Gulzar Ali and Co. Ltd. (importer), 408 Mahboob Chambers, Victoria Rd., Karachi. WTD 6/8/66.

361 Electric transmission, distribution equipment

FRANCE—High-voltage switches; transformers. Societe d'Etudes Electro-Mecaniques—S.E.E.M. (manufacturer, importer, dealer), 19 Rue Jean Bleuzen, 92 Vanves. WTD 3/21/66.

Ondometers; coaxial connectors. AMEP—Societe l'Appareillage Mecanique Electrique et Plastique (manufacturer, wholesaler), 18 Rue d'Arras, 92 Nanterre. WTD 2/7/66.

363 Household appliances

IRAQ—Household gas ranges. Sami Ma'marbashi (importer, wholesaler, retailer), Dawasa St., Mosul. WTD 7/30/65.

PAKISTAN—Refrigerators, household. Requests catalogs and quotations c. & f. Karachi. Bays Corp. Ltd. (importer, indent agent), 4th Floor, P.I.D.C. House, Kutchery Rd., Karachi. WTD 7/22/66.

THAILAND—Refrigerators, household, 50 cycles, 220 volts. Requests catalogs and c.i.f. prices. Antony Ltd. Partnership (importer, wholesaler, retailer), 604/2 Petchburi Rd., Bangkok. WTD 7/27/65.

364 Electric lighting, wiring equipment

AUSTRALIA—Lighting systems for streets and highways, sports grounds and industrial installations. Alfred Martin & Son Pty. Ltd. (manufacturer, engineer, agent), 20-30 Raglan Ave., Edwardstown, South Australia. WTD 6/15/66.

366 Communication equipment

AUSTRALIA—Electric street traffic signals equipment. Alfred Martin & Son Pty. Ltd. (manufacturing engineer, agent), 20-30 Raglan St., Edwardstown, South Australia. WTD 6/15/66.

FRANCE—Telephone switches. Requests replies in French. G. Becuwe & Fils (manufacturer, dealer), 3 Rue Guynemer, 94 Vincennes (Val-de-Marne). WTD 2/10/66.

Radar beacons, gauged attenuators. A.M.E.P.—Societe l'Appareillage Mecanique Electrique et Plastique (manufacturer, wholesaler), 18 Rue d'Arras, 92 Nanterre. WTD 2/7/66.

PAKISTAN—Signals, railroad and allied equipment. Requests catalogs and quotations c. & f. Karachi. Adil Brothers (importer), Baitul Hamd, 140 Bunder Rd., Karachi. WTD 2/3/66.

Test sets and tool kits for radio, telephone and radar. Requests catalogs and quotations

c. & f. Karachi. Akhtar Trading Corp (importer), Nadir House, McLeod Rd., Karachi 2. WTD 5/12/66.

Radio transmitters and receivers; microwave equipment for telecommunication. Requests catalogs and quotations c. & f. Karachi. Electronics and Film Equipments Ltd. (importer), Gulshan-e-Nusrat Bldg., Victoria Rd., Karachi. WTD 6/9/66.

367 Electronic components, accessories

FRANCE—Electronic rotary switches; electronic relays (reed switch); heat sinks; potentiometers for printed circuits (types used as electronic components. Societe d'Etudes Electro-Mecaniques—S.E.E.M. (manufacturer, importer, dealer), 19 Rue Jean Bleuzen, 92 Vanves. WTD 3/21/66.

Ceramic capacitors; piezoelectric ceramics. La Ceramique Ferro-Electrique (manufacturer, dealer), 25 Rue du Docteur Finlay, 75 Paris 15e. WTD 2/8/66.

Klystron supplies. A M E P—Societe l'Appareillage Mecanique Electrique et Plastique (manufacturer, wholesaler), 18 Rue d'Arras, 92 Nanterre. WTD 2/7/66.

Electronic and electromagnetic relays; thermal electronic relays; electronic components; specialty resistors for electronic end products, solid state electronic devices and similar devices; inductors, electronic transformers and capacitors. A.M.E.C.—Ateliers de Mecanique et d'Electromecanique du Centre (manufacturer, dealer), 18 Rue Porte Saint-Jean—45 Orleans. WTD 3/30/66.

371 Motor vehicles, motor vehicle equipment

CHILE—Automobile parts and garage equipment in general. Requests replies in Spanish. Gonzalo Larrain Gana (importer), Padre Letelier 0241, Santiago. WTD 7/12/66.

373 Ship, boat building, repairing

PAKISTAN—Boat—boat bridge erection inboard engine, aluminum hull, two section, two gasoline engines, 92 brake hp. rating per engine, twin screw, 27 ft. length, 8 ft. 2 in. width, MIL-B-13994. Requests catalogs and quotations c. & f. Karachi. Akhtar Trading Corp. (importer), Nadir House, McLeod Rd., Karachi 2. WTD 5/12/66.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Thermometers, infra-red, for industrial use. George F. Robertson Pty. Ltd. (importer, manufacturer, agent), 48 Alfred Street, Milson's Point, North Sydney, NSW. WTD 9/20/65.

FRANCE—Portable heat combustion testing instruments. Compagnie d'Echanges Commerciaux & Industriels "CODECI" (importer, retailer, agent), 13 Rue Lebrun, Paris, 13. WTD 4/7/65.

PAKISTAN—Controls for air conditioning equipment; humidifiers; thermostats. Requests catalogs and quotations c. & f. Karachi. Sheikh Gulzar Ali and Co. Ltd., 408 Mahboob Chambers, Victoria Rd., Karachi. WTD 6/8/66.

384 Surgical, medical, dental instruments

GERMANY—Apparatus and instruments for surgeons and specialists for internal diseases. Herbert Schindler (sales agent), Billhorner Brueckenstrasse 40, Hamburg 28. WTD 7/27/66.

394 Toys, amusement, sporting, athletic goods

VENEZUELA—Sporting and athletic goods (except clothing, footwear and winter sports articles). Sabenca, C.A. (importer, sales agent), Edificio Titania, Plaza La Estrella, San Bernardino, Caracas. WTD 7/12/66.

399 Manufacturing industries

FRANCE—Smokers' requisites and smoking accessories, such as tobacco-boxes, cigarette cases, cigarette lighters, and related articles. Also giftware; curio items, souvenirs, and novelties of all categories. Requests replies in French. Jean-Pierre Arrambide (sales agent), Rue de la Chapelle; 64- Bidart, Basses-Pyrenees. WTD 12/28/65.

PAKISTAN—Fire extinguishers and allied equipment. Requests catalogs and quotations c. & f. Karachi. Sheikh Gulzar Ali & Company (importer), 408 Mahboob Chambers, Victoria Rd., Karachi 3. WTD 6/8/66.

503 Dry goods, apparel

MALAWI—All types of clothing for men, women, children on exclusive agency basis for brand-name goods. Particularly suits, shirts, sport leisure wear, women's cotton or disposable dresses, children's tee-shirts and shorts. For tropical climate. Low-income trade. Quote c.i.f. Beira port, £ sterling. Samples and/or descriptive literature requested. Messrs. Noor Agencies (importing wholesaler, agent), Livingstone Ave., P.O. Box 525, Limbe. WTD 11/28/61 under revision.

507 Hardware

MALAWI—General lines of hardware including handtools, crockery, cutlery, enamelware, paraffin lamps, flashlights, folk guitars, non-electric phonographs. Simple, durable products. Exclusive agencies preferred. Quote c.i.f. Sterling Beira port. Messrs. Noor Agencies (importing wholesaler, agent), Livingstone Ave., P.O. Box 525, Limbe. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified

240 Lumber, wood products

GERMANY—Marine plywood; decorative laminates with chipboard core; hardboard sections for ribbed-reinforced concrete constructions. Price quotations f.o.b. Bremen or c. & f. or c.i.f. U.S. ports. Descriptive brochure available on loan from the Trade Opportunities Staff, BDSA-624, Rm. 4203, Box TO 23, U.S. Department of Commerce, Washington, D.C. 20230. Wirus-Werke W. Ruhenstroth GmbH. (manufacturer, exporter), Postfach 139 or 10 Holzstrasse, 483 Guetersloh. WTD 7/27/66.

242 Sawmills, planing mills

BRAZIL—Brazilian hardwoods, sawed or in logs, such as Brazilian rosewood, Brazilian teak, Brazilian mahogany, cedar, sicupira, beí cuiba, massaranduba, peroba; desires to contact well-established agents and representation agreement considered. Frimasa Exportadora e Importadora Ltda. (exporter), Rua da Alfandega 22, conjunto 906, Vitoria, State of Espirito Santo. Caixa Postal 906, Vitoria. WTD 7/27/66.

270 Printing, publishing industries

GERMANY—New and used German language books and periodicals in the fields of mathematics, physics, chemistry, and electrical engineering. Price quotations ex bookstore. J. A. Mayer'sche Buchhandlung (retailer), Inhaber M. Falter, 5 Buchkremerstrasse, 51 Aachen. WTD 7/27/66.

272 Periodicals: Publishing, printing

FRANCE—Scientific, medical and technical periodicals. Librairie des Sciences & Techniques Francaises et Etrangeres (exporter, importer, retailer), 24 Rue des Ecoles, Paris, 5. WTD 9/8/65.

273 Books

FRANCE—Scientific, medical and technical books. Librairie des Sciences et Techniques Francaises et Etrangeres (exporter, importer, retailer), 24 Rue des Ecoles, Paris, 5. WTD 9/8/65.

283 Drugs

FRANCE—Pharmaceutical preparations for human and veterinary use, and medicinal specialties including products for treatment of gastro-duodenal ulcers. Wholesale exportation direct or through well-established sales agents. Laboratoires d'Opochimiotherapie (producer, wholesaler, exporter), 62 Boulevard des Recollets, 31 Toulouse, Haute-Garonne. WTD 7/25/66.

ITALY—Medicinal specialities for treatment of heart disease, liver ailments, anemia, Addison's disease. Corlineal, metioepatina, biocortone, bioepatina B12, nutraton, aquila. Product list including description and prices is available on loan basis from the Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Istituto Bioterapico Genovese S.p.A. (manufacturer, wholesaler), Piazza Rossetti 3 B, Genoa. WTD 4/15/66.

289 Chemical products

FRANCE—Technical gelatin for the paper industry; edible gelatin in powder or in sheets, packed in jute bags, polyethylene lining. Also gelatin glue (dry animal glue, hide and skin basic product) for abrasives, gummed paper and other uses, packed in jute bags, kraft lining. Offered for wholesale exportation, direct or through agents to firms in United States, Pacific coast only. Etablissements Briancon (producer, wholesaler, exporter), 32bis Rue Saint-Laurent, 31 Toulouse, Haute-Garonne. WTD 7/20/66.

331 Steel mill products

GERMANY—High-grade steel, primarily high speed steel, tool steel, stainless, acid-resisting and heat-resisting steels; cutter bits and cutting tools; special tools ready for assembly, e.g., for tube molding rollers and tube straightening rollers; hot working tools for tube

benches and extrusion presses. Firm seeks representative. Price quotations f.o.b. Hamburg or Bremen. Kind & Co., Edelstahlwerk (manufacturer, exporter), 5286 Bielstein/Rhld. WTD 7/27/66.

342 Cutlery, hand tools, general hardware

GERMANY—Cutlery of all kinds including professional and household knives, hunting and scout knives, scissors, letter openers. Firm seeks representative. Price quotations f.o.b. Bremen. Prospectus material available on loan from the Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. "Jowika" Stahlwarenfabrik Eugen Weber & Altenbach KG (manufacturer, exporter), 154-156 Merscheider Strasse, 565 Solingen-Merscheid. WTD 7/19/66.

355 Special industry machinery

FRANCE—Textile finishing machinery. Ets. Albert C. Scholaert (manufacturer), 92 Rue de l'Amiral Courbet, 59 Tourcoing. WTD 7/30/65.

394 Toys, amusement, sporting, athletic goods

GERMANY—Fishermen's combination tools (trade name: 15 in 1), fishermen's sets, fishermen's pliers, various types. Price quotations f.o.b. German ports or c.i.f. U.S. ports. Prospectus material available on loan from the Trade Opportunities Staff, BDSA-624, Box T.O. 17, Department of Commerce, Washington, D.C. 20230. A. Bauermann & Co. (manufacturer, exporter), 42-44 Engelsberg, 565 Solingen-Ohligs. WTD 7/20/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BELGIUM—Albert Vandendriessche, St. Lucaslaan 47, Ekeren 2, Antwerp, **interested in visiting major U.S. transport firms, particularly those engaged in port, road business.** August via New York for two months. c/o Department of Commerce New York Field Office. Itinerary: New York, others to be arranged. WTD in preparation.

IRAQ—Jury J. Tessy, Arasa 600, Alwiyah, Baghdad, **interested in meeting U.S. engineering firms desirous of doing business in Iraq.** End of August via New York for three weeks. c/o Department of Commerce New York Field Office. Itinerary: New York, other cities to be arranged. WTD 6/17/66.

ITALY—Gianfranco Gotto, representing Algeciras, S.p.A., Via Ippolito Nievo 28/1, Milan, **interested in purchasing quick-frozen foods, direct purchase and agencies for pharmaceutical specialties and chemicals.** Aug. 8 via New York for three weeks. c/o Allen Electronics Inc., 2260 Ave. A., Bethlehem, Pennsylvania. Itinerary: New York, Chicago. WTD in preparation.

Rodolfo Debicke Van Der Noot, Piazza Sempione 4, Milan, **interested in visiting U.S. chemical plants.** Aug. 20 via New York for one year. c/o Massachusetts Institute of Technology, 77 Massachusetts Ave., Cambridge, Mass. Itinerary: New York, Boston, Washington, others to be arranged.

SPAIN—Miguel Torres C., Comercio 34, Villafranca del Panades, Barcelona, **interested in exporting Spanish bottled wines to the U.S.** Aug. 6 via New York for one month. c/o Spanish Trading Center, 979 3rd Ave., New York, N.Y. Itinerary: New York, Los Angeles. WTD under revision.

VENEZUELA—Raymond Reuland, President of Raymond Reuland S.A. and Industrias Rayo C.A., Apartado Postal 576, Maracaibo, **interested in meeting suppliers of electrostatic copy paper, plastic binding materials, electric time stamps and time card racks and manufacturers of masking tapes, other tapes in log rolls ready for slitting, a small convolute tube winder, small machines for forming styrofoam articles, particularly tubes.** Latter part of August via New York through Sept. 9. c/o 161-01 32nd Ave., Flushing, New York 110358; telephone LE 9-7812. WTD 7/28/66 on both firms.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated August unless otherwise indicated.

Architects, Builders, Contractors, and Engineers—Uruguay.
Chemicals—Importers and Dealers—Nicaragua.
Dry Goods and Clothing—Importers and Dealers—Bolivia, July.
Dry Goods and Clothing—Importers and Dealers—Greece, July.
Dry Goods and Clothing—Importers and Dealers—Mexico, July.
Fruits and Nuts—Importers, Dealers and Exporters—Australia, July.
Household Appliances—Importers and Dealers—Mexico.
Instruments—Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—Greece.
Laundry and Dry Cleaning Industry—Pakistan, July.
Leather and Shoe Findings—Importers and Dealers—Philippines.
Lumber, Plywood and Veneer—Importers, Agents and Exporters—Panama.
Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnaces—Importers and Dealers—Greece.
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces—Importers and Dealers—El Salvador.
Meat Packing, Sausage and Casings—France, July.
Mining Companies and Exporters of Ores—Iran, July.
Printers, Lithographers, Engravers and Publishers—Pakistan, July.

New Books and Reports

Overseas Business Reports. U.S. Dept. of Commerce, Washington. $13 per year (add $5 for foreign mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.

Foreign Trade Regulations of Ecuador. OBR 66-43. 7pp. The broad range of foreign trade instruments employed by Ecuador to raise revenue for the Government is discussed.

Establishing a Business in Liberia. OBR 66-44. 15pp. Special advantages Liberia offers the foreign investor and trader are explored.

Basic Data on the Economy of Colombia. OBR 66-45. 23pp. General and specific information about South America's fourth largest country is reported.

Selling in Belgium. OBR 66-46. 17pp. This sophisticated market, one of the largest importers of U.S. goods, is discussed in detail.

Market Profiles: Western Europe and Canada. OBR 66-47. 22pp. This report presents a series of one-page summaries on the economies of 18 European countries, Canada, the EEC, and the EFTA.

Index to Foreign Legal Periodicals. Three quarterly issues. Published by the American Association of Law Libraries, Los Angeles and the Institute of Advanced Legal Studies, University of London. Annual subscription, $30.

This index to foreign legal periodicals lists more than 300 of the world's periodicals outside the common law sphere, many of them concerning the commercial and industrial fields.

The index is by subject, author's name and by geographical area with which the article may deal. Book reviews and collections of essays on foreign law are also indexed.

Cumulations of the index are available for 1960-1962, $45; and for 1963-1965, $60.

Write: William D. Murphy, 2900 Prudential Plaza, Chicago, Ill. 60601.

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Calendar *for international traders*

BALTIMORE—Sept. 9—Businessmen's Consultations with William Dawson, Commercial Attache, Istanbul. Field Office.

BOSTON—Sept. 8—International Trade Assn. of New England, Inc., dinner meeting, State Street Bank Roof Restaurant.

CEDAR FALLS, IA.—Sept. 7—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CHICAGO—Sept. 14—Automotive Exporters' Club, Builders Bldg.

CHICAGO—Sept. 22—International Trade Club, luncheon, Palmer House.

CLEVELAND—Aug. 31—Special Exporters Session on Documentation, 10 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

CLEVELAND—Sept. 8—Export-Import Bank and FCIA Workshop on Credit, Insurance and Financing, Overseas Investments and Exports, 12 noon, Mid-Day Club. Sponsors: World Trade Assn.; REEC; Cleveland Field Office, Department of Commerce.

CLEVELAND—Sept. 14—Export Expansion Workshop, 10:30 a.m.-12:30 p.m. Sponsor: REEC.

DALLAS—Aug. 24—"Women in Export" Workshop, Field Office. Sponsors: Dallas Field Office, Department of Commerce; REEC.

DETROIT—Aug. 23—Export Marketing Workshop for Beginners, 9:15 a.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

DULUTH, MINN.—Sept. 13—Export Conference, London House. Sponsors: Minneapolis Field Office, Department of Commerce; REEC.

HERRIN, ILL.—Sept. 27—Export Workshop, Southern Illinois, Inc. Sponsors: St. Louis Field Office, Department of Commerce; REEC.

JACKSONVILLE, FLA.—Aug. 23—Export Conference, 2 p.m., Field Office. Sponsor: Jacksonville Field Office, Department of Commerce.

KANSAS CITY, MO.—Sept. 8—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—Sept. 13—Meeting for Exporters, Advertising & Sales Executives Club. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—Sept. 22—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

LEWISTON, ME.—Aug. 23-26—Sixth Annual Maine Products Show, Central Maine Youth Center. Sponsor: Maine Dept. of Economic Development.

LOS ANGELES—Aug. 24—Western Electronic Manufacturers Assn., luncheon, Biltmore Bowl.

LOS ANGELES—Aug. 26—Export Expansion Seminar, 9:30 a.m., Field Office. Sponsor: Los Angeles Field Office, Department of Commerce.

MILWAUKEE—Sept. 1—World Trade Club, monthly meeting, Holiday Inn-Central. Speaker: **E. E. Schnellbacher, Bureau of International Commerce.**

MINNEAPOLIS—Aug. 26—Upper Midwest REEC Meeting, Sheraton-Ritz Hotel.

NASHVILLE, TENN.—Aug. 23—Export Workshop, Nashville Area Chamber of Commerce. Sponsors: Chamber of Commerce; Memphis Field Office, Department of Commerce; REEC.

NASHVILLE, TENN.—Aug. 24—Middle Tennessee Exporters' Roundtable, meeting, Holiday Inn (Capitol Hill).

NEW YORK—Aug. 24—Businessmen's Consultations by appointment only with Michael Dowling, Commercial Attache, Jidda, Saudi Arabia. Field Office.

NEW YORK—Aug. 30-31—Businessmen's Consultations by appointment only with Russell Prickett, Commercial Attache, Belgrade. Field Office.

NEW YORK—Sept. 6—FCIB Round Table Conference on Foreign Finance, Credit, Collection and Exchange Problems, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Sept. 14-15—Businessmen's Consultations by appointment only with Hilding Peterson, Commercial Attache, Rotterdam. Field Office.

NEW YORK—Sept. 20-21—Businessmen's Consultations by appointment only with Harold E. Hall, Commercial Attache, London. Field Office.

OLATHE, KAN.—Aug. 25—Workshop for New Exporters, Chamber of Commerce. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

PHILADELPHIA—Aug. 29—Businessmen's Consultations by appointment only with Russell Prickett, Commercial Attache, Belgrade. Field Office.

PHILADELPHIA—Sept. 7-8—Businessmen's Consultations by appointment only with William Dawson, Commercial Attache, Istanbul. Field Office.

QUINCY, ILL.—Sept. 14—Export Workshop, Gardner-Denver Co. Sponsors: REEC; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

PHOENIX, ARIZ.—Sept. 15—Export Workshop, 10 a.m.-12 noon, New Federal Bldg. Sponsors: Phoenix Field Office, Department of Commerce; REEC.

SAN FRANCISCO—Aug. 24—General Export Seminar, 9:30 a.m., New Federal Bldg.

SAN JUAN, P.R.—Sept. 18—Annual Combined REEC and Chamber of Commerce Meeting and World Trade Week inauguration, 12 noon, Puerto Rico Sheraton Hotel. Speaker: **John T. Connor, Secretary of Commerce.**

ST. THOMAS, V.I.—Sept. 17—Governor's Conference on World Trade, 10 a.m., Government House, Charlotte Amalie. Speaker: **John T. Connor, Secretary of Commerce.**

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